

Connecticut
INDUSTRY
DECEMBER 1954

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.
VOL. 32 - NO. 12 - DECEMBER, 1954

L. M. BINGHAM, Editor

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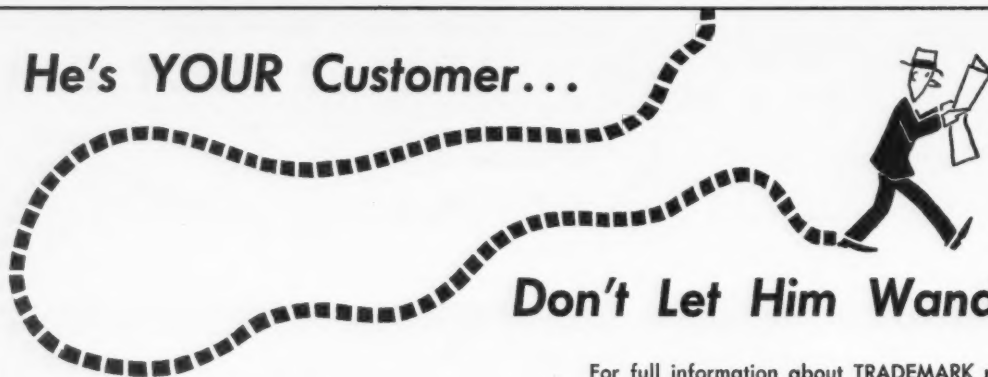
If you are, an advertising message published regularly each month in **CONNECTICUT INDUSTRY**, telling of your facilities and skills, should help your personal and direct mail efforts to secure some new customers from the more than 3,500 manufacturers in this state—the majority of whom are readers of this magazine.

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TITLE	AUTHOR	PUBLISHER	COST
The Dolls' Christmas	Tasha Tudor	Oxford University Press	\$1.75
The Doll In The Window	Pamela Bianco	Oxford University Press	2.00
Christmas in the Barn	Margaret Wise Brown	Thomas Y. Crowell Company	1.75
The Little Fir Tree	Margaret Wise Brown	Thomas Y. Crowell Company	2.00
The Christmas Parade	A. M. Reeves	Houghton Mifflin Company	1.50
In Clean Hay	Eric P. Kelly	The Macmillan Company	1.50
The long Christmas Eve	Elizabeth Duryea	Houghton Mifflin Company	2.00
NOEL For Jeanne-Marie	Francoise	Charles Scribner's Sons	2.25
The Twelve Days Of Christmas	(Illustrated by) Ilonka Karasz	Harper & Brothers	1.75
The Christmas Bunny	Will and Nicolas	Harcourt, Brace & Company	2.50

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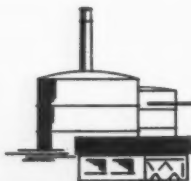


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Deliveries around the clock — by truck, rail or barge — are as handy as your telephone — from our ample stocks of Bunker 'C' fuel oil, bituminous and anthracite coal.

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A Report of Progress

By E. B. SHAW, President

THE month of December has always stood out in my mind as the best season of the year. It is a time when one can measure rather accurately the results of the year's efforts. It is a time to put the finishing touches on plans for a new year with high hopes of improving one's record of the past. Best of all it is the month when the latent good will, which frequently remains in hiding much of the year, is displayed in our generous remembrance of others—in our homes, at our places of business and among friends and acquaintances in far away places. In peace or war—hot or cold—and in good times or depression a quiet calm settles over the spirits of men to give them for a few days, at least, before and after Christmas, a feeling of well-being that contemplates more deeply the awe and the wonder of life than at any other time of year. December is the month when the best that lies within us all blots out the worst to give us a fleeting vision of what life might be like if men had the wisdom to make "Peace On Earth, Good Will Toward Men" a year-round reality.

December 1954 is especially significant to me, for with its passing I shall join the ranks of past presidents of the Association. Serving as president of the Association for the past two years has been an enlightening and pleasing experience. It has afforded me the privilege of broadening my acquaintance not only with key industrial leaders throughout the state but also with political, educational and labor leaders. It has given me an opportunity to get a close-up view of the amazing variety of problems that are brought by members to the Association for solution or some assistance that will help to supply the answers. From this two-year "inside look" at the Association, with its directors, officers, chairmen and committee members giving hundreds of hours of their time annually to help solve industry's problems, and with the experienced, paid staff efficiently seeking and giving answers, has come a deeper appreciation and respect for these men and women who are contributing so much toward the progress of industry in the state.

When I first took office as your president in January 1953, the first and most important task facing the Association was in presenting industry's viewpoint to the Administration leaders, committee chairmen and members of the 1953 General Assembly. Despite the best efforts of the Association's staff and the assistance of our officers, directors and many of our member company executives in demonstrating to their representatives and to leaders of the administration the importance of encouraging rather than discouraging industry through legislation, the final action of the General Assembly left much to be desired by way of encouragement to industry. It is to be hoped that consideration for the long range welfare of industry will be greater in the 1955 General Assembly.

Although I have reported in some detail at our 1953 and 1954 annual meetings on the progress of the Association during my stewardship, it seems fitting to highlight a few of these indications of progress in my final written salute as your president.

Our Group Life Insurance program has had its greatest

period of growth during the past 18 months. Companies now participating in this plan number 362 as of December 1, with total insurance in force of over \$80 million on the lives of approximately 12,700 eligible executive, sales and professional personnel.

While our Sickness and Accident Group Hospitalization Plans have not kept pace with the rapid growth of the Group Life Plan, they have continued to expand at a slower pace. The administration of the Group Life and Sickness and Accident Plans was inaugurated at Association headquarters in 1953, thus resulting in greater efficiency in collections, claim payments and lower costs.

During the fall of 1953 and spring of 1954, for the first time in twenty years, all members of our staff participated in a member visitation program with each staff member following a planned itinerary of calls on member companies one day each week. As a result of this program, designed to create a better understanding of the Association's services and to discover new services, numerous opportunities for individualized services were discovered. Although the demand upon the time of staff members during the coming legislative year of 1955 will not permit a continuation of this program of member calls, except upon specific requests of members to aid in solving a problem which cannot be handled in any other way, it is hoped that our full time field representative—Mr. John Hubbard—who started membership solicitation work in September—will be able to make numerous calls upon members during 1955.

After a series of discussions by the Executive Committee and a Public Relations Committee appointed by the Board, and a subsequent public relations survey made by a consulting firm in New York, it was decided earlier this year to launch a more formal public relations program by hiring a full time public relations man and setting up a continuing public relations committee. As a result of this action a public relations man—Mr. Alfred F. Kacynski—was employed in July to work out plans to expand the relatively good public relations base the Association discovered, through the survey, that it had already acquired. The first specific task of this new public relations activity, beyond the usual news story and miscellaneous cooperative activity, was the preparation of a well illustrated booklet telling of the Association's history, objectives and services and identifying those services, in general, with the staff members who render them. This publication was mailed recently to all members and many prospective members and should be kept by every member as a handy reference to services available through the Association. It will be the continuing endeavor of the Association's public relations department to seek greater understanding of the Association's objectives and services among both its members and the general public through the written and spoken word. Eventually this activity will embrace all channels of communication.

Since "it is not what manufacturing industry or the Association really mean to the economic welfare of the state" but rather "what the great majority of people, par-

(Continued on page 53)



THIS PLAQUE was presented to the company by the Bristol Chamber of Commerce in recognition of its 100th anniversary.

J. H. Sessions and Son **A CENTURY YOUNG**

ON November 15, one of Connecticut's most venerable industries, J. H. Sessions and Son, of Bristol, well-known producers of trunk hardware, celebrated its 100th birthday. In industry, where the average business lasts only 20 years, a company which can point to 100 years of continuous operation is rare indeed. Through these 100 years, five generations of the Sessions family have brought the art of successful management to the business and the story of the company in these years is one indicative of the evolving times.

Begun in 1854 by John Humphrey Sessions and Henry A. Warner, the company was known as Warner & Sessions and occupied a small wooden building on Warner Street in the northern part of the Town of Bristol, known as Edgewood. Their business

was wood turning and their plant was powered by a water wheel on a stream which ran along what is now Maple Avenue. They produced a variety of wooden parts to supply the regional clockmakers, but also developed a line of furniture knobs, escutcheons, carved wood handles and drawer pulls. Fire razed the original plant but they re-established in larger quarters on Maple Avenue where, again water power was utilized.

Shortly after the close of the Civil War, in 1865, the partnership of Warner & Sessions was dissolved, and J. H. Sessions conducted the business under his own name. In 1865, he purchased a plot of land on North Main Street in Bristol, 90 feet wide, extending to the Hartford, Providence and Fishkill Railroad and erected a new plant on this site. Adjoining properties were acquired, more buildings constructed and here the company remained until 1907.

Stepping back a few years to 1858, two brothers of J. H. Sessions, Albert J., and Samuel W. Sessions had established a business for the manufacture of iron trunk hinges and clamps in Southington, Conn. This they moved to Bristol two years later where Samuel sold his part of the trunk hardware business to Albert. Albert died suddenly while still a young man. In 1870 J. H. Sessions purchased the business from Albert's estate. The trunk hardware business was joined with and eventually displaced the wood turning items in John Humphrey Sessions' company.



THE SECOND PLANT of J. H. Sessions & Son Company on the original site. This plant was built about 1865. Photo of the present plant is on the front cover.

In 1873, J. H. Sessions, Jr., was admitted as a partner and the company name was changed to its present form, J. H. Sessions & Son.

The next major step in the business occurred in 1888 when J. H. Sessions, Sr., bought the so-called "Taylor" patent for exclusive manufacture of trunk bolts or catches. This item was developed intensively while patent litigation to establish exclusive rights reached all the way to the United States Supreme Court where the decision was in his favor. For a number of years the partnership controlled the sale of these trunk bolts which were widely used on the trunks of that era. The emphasis was eventually shifted to general trunk hardware where it remains today, although other metal stampings have been manufactured in ever increasing volume in recent years.

After John H. Sessions, Sr. died in 1899, his grandson, Albert L., was admitted to the partnership. J. H. Sessions, Jr., died in 1902, and the business was incorporated in 1905, with Albert L. Sessions being elected President. Two years later, the business was moved to its present plant of approximately 80,000 square feet on Riverside Avenue. Future manufacturing space requirements had been so closely anticipated that only 20,000 feet has been added to the plant since it was built in 1907. The year 1919 marked the entrance of the fourth generation management, with the association of John H. Sessions, 3rd and Paul B. Sessions with the Company. In



FIVE GENERATIONS of Sessions have successfully headed the company through 100 years of operation. Top row, left to right, J. H. Sessions, one of the founders; J. H. Sessions, Jr., second generation; Albert L. Sessions, third generation. Bottom Row, Paul B. Sessions, present president; John H. Sessions, 3rd, present vice president, fourth generation; James McC. Sessions, vice president, fifth generation.

1925, they were elected Secretary and Vice President, respectively. In 1937, Albert L. Sessions died, and Paul B. Sessions was elected President—a position which he still holds. A son of Paul B. Sessions, James McC. Sessions, joined the firm in 1949. In 1951 he was elected Vice President, thus becoming the first representative of the

fifth generation to participate as an officer in the administration of the company.

From the beginning of the Defense Program, immediately preceding World War II, through the period of accelerated defense activity following Korea, the products of J. H. Sessions &

(Continued on page 17)



PRODUCTS OF J. H. SESSIONS & SON COMPANY



GRINDING DEPARTMENT. This constitutes only a part of the extensive precision machine production facilities which are kept busy producing Newton-designed equipment and special parts or tools for other manufacturers.

Sir Isaac's Disciples



A NEWTON TEST STAND. One of the specialized testing devices designed and developed by The Newton Company for manufacturers of aircraft components.

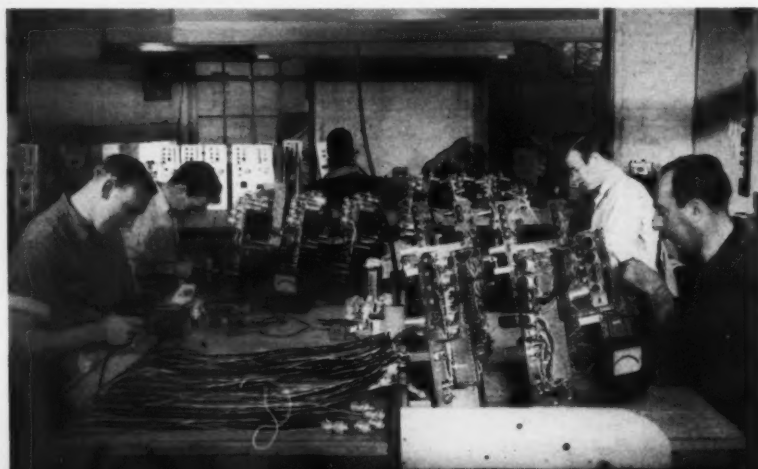
SUB CHASSIS WIRING AND ASSEMBLY. Typical illustration of the intricate design and construction features characteristic of Newton electronic equipment.

"**A**UTOMATION" is a comparatively new and unfamiliar word in most industrial plants. In some it is a strange, magic-like word presaging weird, humanless machines and factories which might easily come to rule their creators. In others, it is a new term for old, well-worn production practices which have been streamlined to fit present day manufacturing techniques. Fortunately the segments of industry which hold these divergent views are small or this tale might never have been written.

Automation (which, incidentally, is

still unlisted in most desk-size dictionaries) is neither new nor unfamiliar to a dedicated group of engineers and production men in the ivy-covered building which was once a part of the Pioneer Parachute plant in Manchester. To this group, the big ten-letter word is merely one in a new vocabulary to which they have been making valued contributions for over eight years. To them, Automation is a symbol for an absorbing new world where electro-mechanical devices like analog and digital computers, servo-mechanisms, simulators, oscilloscopes and other laboratory tools are harnessed to the task of solving perplexing problems in machine operation, the testing of delicate and precise instruments, the training of skilled specialists and countless other dilemmas which confront industry and certain government agencies. To them, Automation is the modern tool which can make industry's mounting complexities tractable—the tool which can reduce the element of human error in machine operation and control to its lowest point. To them, Automation is the man-made "physical intelligence" which decides how a process or operation should be controlled.

The Newton Company had its official beginnings in 1946 when a group of engineers, technicians and specialists met at Middletown to pool their talents in a common interest. Each had devoted long hours, while employed in defense plants or in the Armed Services, to the development of wonderful new devices like sonar, radar, guided missiles, precision instrumentation, special testing and training equipment and a host of other important new things. Their work had given them brief, exciting glimpses of new, unexplored fields which begged to be developed and utilized, but the exigencies of conflict kept each man tied to the immediate problem of bettering the tools of war. The formation of the





THE NEWTON SYNTHESCOPE. An integral part of the Engine Analyzer Trainer developed and produced in quantity by Newton. The Synthescope reproduces waveform patterns on an oscilloscope to simulate engine operating characteristics revealed by an engine analyzer.

new company was the direct result of their determination to uncover some of the secrets hidden in the new world of science and research which had captured their imagination. Even the selection of the firm name reflected their dedication to this common interest.

Callers are often disconcerted to learn that no Mr. Newton is actually employed by the firm. The worthy gentleman who lends his name so admirably, died in 1727 after successfully completing some earth-shaking experiments with weights dropped from the Leaning Tower of Pisa. His first name was Isaac and his accomplishments won him a knighthood. They also earned the admiration of the newly-formed company which chose his name as a symbol most befitting their endeavors.

Within a few months of its incorporation, the company was engaged in the development of specialized training devices for the Air Forces. Most notable of these are the J 34 Turbojet Engine Operational Trainer and an Engine Analyzer Trainer. Each is a highly specialized device which simulates virtually every known condition to be found in aircraft engines and the new, scientific testing devices used on some of these engines. The Engine Analyzer Trainer has proven so effective in the training of aircraft maintenance personnel it has become a much sought-after tool of schools, aircraft manufacturers and major airlines as well as

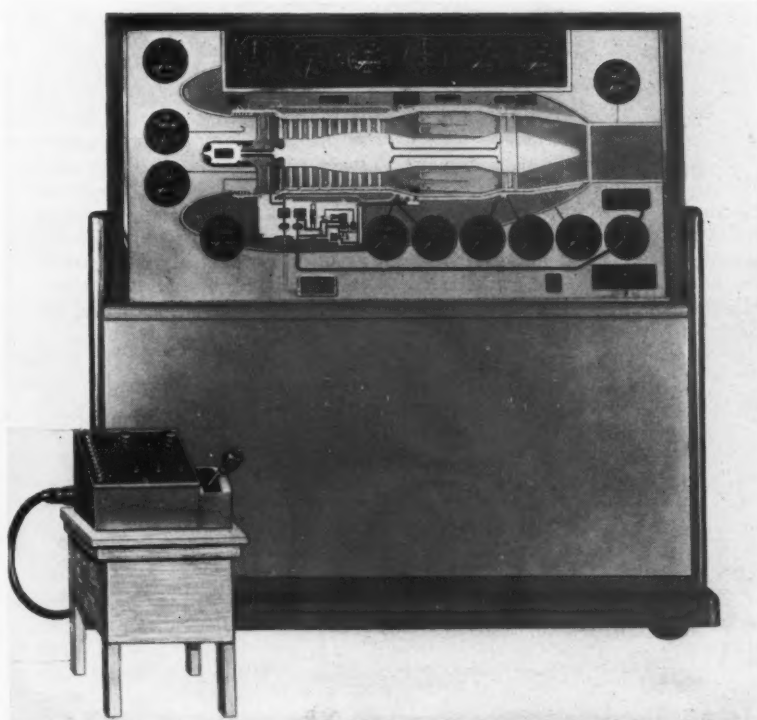
the Armed Forces. Other training devices developed and produced include a Water Injection and Oil Dilution

Trainer, the R2800 Engine Trainer, the XT40 Engine Trainer, a Torpedo Trainer and an Electronic Computer Demonstrator. As a result of these activities, the company has been called upon to develop and produce other special instruments and tools. At present it is engaged in producing, in quantity, an extremely sensitive test stand for propeller components.

Other testing tools, complex electro-mechanical-hydraulic devices, intended for industrial and scientific use are constantly under study and development. Some, like the Engine Analyzer Trainer and the test stand for propeller parts have become standard products of the company.

Naturally, the development of important new training devices and test equipment for intricate and complicated machines would focus considerable attention upon The Newton Company and in recent months the group won the privilege, in competition with the most important electronic research and development firms in the country, of developing a Ground Radar Target Simulator. This device, considered by

(Continued on page 39)



NEWTON J34 ENGINE SIMULATOR. This device accurately simulates every known operating condition to be found in the J34 Turbojet Engine. Shown here is a student pilot's view of the training device. Instrument dials at top of panel are duplicates of those found in aircraft cockpit.



NEW HAVEN sales branch and warehouse of the Crucible Steel Company of America.

GUESTS at the Open House at the Crucible plant visit and view exhibits of the firm's products.



Crucible Steel Holds Open House

CRUCIBLE Steel Company of America officially opened its new Branch Sales Office and Warehouse building at 285 State Street, North Haven with a two-day open house beginning October 28. The new installation is located in the center of the branch's four major market areas, Hartford, Bridgeport, Waterbury, and New Haven.

In announcing the open house Fred J. Dawless, branch manager, said that increased operations and demand for Crucible products here necessitated the move to new and larger quarters. He said that the New Haven warehouse will stock a full line of Crucible tool steels, stainless, alloy steels, welding rods, machinery steels and the many other speciality products continually used by the precision metal-working industry of New England. The branch also sells, but does not warehouse, the full line of products of the Trent Tube Company, producer of welded stainless steel tube and pipe, and the products of Rem-Cru Titanium Corporation and Vacuum Metals Corporation.

The newly-constructed offices and

warehouse occupy an area of 16,000 square feet with potential expansion space of another 24,000 square feet. The warehouse contains the latest facilities for storing and handling materials. These include ten 24-foot "A" racks, a horizontal rack, overhead crane, 30 sets of movable racks and three hack saws capable of cutting steel up to 18 inches in diameter. The warehouse also enjoys the convenience of a railroad siding and adequate truck loading zones which will enable fast product delivery.

The lobby entrance to the building features an architectural application of a special design pattern of stainless steel which is produced in Crucible's Park Works, Pittsburgh, Pa.

Crucible officials from the Company's executive and product division offices who attended the opening were: Joel Hunter, President; W. H. Wiewel, Vice President, Sales; R. E. Christie, Vice President; K. R. Vogel, Secretary; L. L. Ferrall, Assistant Vice President, Operations; G. W. Stamm, Assistant to the Vice President, Sales; H. M. Givens, Product Manager, Tool Steel;

J. D. Glenn, Product Manager, Stainless; H. E. Morison, Product Manager, Alloy and Carbon Specialties; R. C. Jordan, Product Manager, Cold Roll and Cold Drawn; and W. E. Pennington Eastern Area Manager. Representatives of the press and radio and television stations in the greater New Haven area heard president Joel Hunter paint an optimistic picture about his Company's faith in the future growth of Connecticut and New England. City officials and representatives of the New England Council, Manufacturers Association of Conn., Inc. and the New Haven Chamber of Commerce were also present at the opening ceremonies.

On exhibit at the open house was what is believed to be the largest bar of high speed steel ever produced. Manufactured by Crucible, the bar measured 16 inches in diameter and is over ten feet long. It weighed more than 7,000 pounds.

Crucible has maintained offices in the New Haven area since 1902. The first office was located at 11 Crown Street and later at 336 York Street and 131 Park Street.



THESE ARE EXECUTIVES of Crucible Steel who attended the Open House. The photo was taken in front of the office entrance to the new warehouse. Left to right, A. H. Lewis, sales manager, Vacuum Metals Corp. Div., W. E. Pennington, Eastern sales manager; G. W. Stamm, assistant to V. P.—Sales; W. C. Christianon, sales manager, Trent Tube Div.; J. D. Glenn, general manager of Stainless Sales; W. H. Wiewel, vice president—sales; F. J. Dawless, manager, New Haven Branch; C. K. Baer, Tool Steel Sales; H. H. Pratt, general traffic manager; H. E. Morison, manager, Alloy and Carbon Spec. Div.; R. C. Jordan, manager, Cold Rolled Division.

The Company, a recognized leader in the manufacture of special purpose steels, maintains its headquarters in Pittsburgh. Its Sanderson-Halcomb Works, located at Syracuse, New York, is said to be the world's largest tool steel manufacturing plant. Other plants are Midland Works, Midland, Pa.; Park Works and Spring Works, Pittsburgh, Pa.; Spaulding Works, Har-

rison, New Jersey; and Trent Tube Company, a wholly-owned subsidiary at East Troy, Wisconsin.

Crucible is also part owner of Rem-Cru Titanium Corporation, Midland, Pa., leader in the production of titanium mill products for defense and industrial use, and Vacuum Metals Corporation, of Syracuse, New York, producer of vacuum melted steel.

Fred J. Dawless, born in New Haven, has been manager of Crucible New Haven since 1916. He started his career with Crucible in 1907 in the New Haven warehouse, later serving as a salesman until July, 1912, when he was made assistant manager of the New Haven Branch. He is a graduate of New Haven public schools and attended Yale Business College.

Mr. Dawless is a member of the New Haven Chamber of Commerce and a member and past president of the Rotary Club. He is a founder and past chairman of the New Haven Chapter of the American Society for Metals and a charter member and past chairman of the New Haven Chapter of the American Society of Tool Engineers.



JOEL HUNTER, president Optimism on New England's future was keynote he sounded to newsmen.



INTERIOR of the New Haven warehouse showing stores supplies of steel strip.



ATTRACTIVE front entrance of Curtis 1000 Inc. on Vanderbilt Ave., West Hartford

CURTIS 1000 Moves To Modern Home

ON September 27 Curtis 1000, nationally known envelope company, began operations at its new 43,000 sq. ft. building at 150

Vanderbilt Avenue in West Hartford. Due to a well-planned moving program, the firm experienced little loss in production in transferring from their

old quarters at 380 Capitol Avenue in Hartford.

The one-story, steel frame building has through the use of brick, aluminum, movable metal partitions and structural glazed tile, within and without, been designed to keep maintenance cost at a minimum. The building contains a maximum of glass . . . both clear glass (full visioned) and blue tinted, which not only achieve beauty but employs the advantages of natural illumination. Bright metal sun visors, rimming the outside of the continuous expanse of glass, have both practical and decorative functions.

The one-story construction was designed for continuity of activity, embracing assembly line technique . . . from the receiving platform to a large stock area; from there to presses; folding, printing, completion of envelope, and then to the shipping department.

In discussing his firm's expansion, Mr. Theodore L. Hansen, Vice President and Manager of the Eastern Division of Curtis 1000 Inc., has expressed the fullest confidence in the economic future. The large capacity provided by this new plant was necessitated by increased demand for their products. Provision has been made in the construction for future expansion.

Mr. Hansen has commended Bartlett-Brainard Company, general contractors; Ebbets, Frid & Prentice, Architects; Henri B. Van Zelm and Associates, Consulting Engineers; and A. J. Macchi, Structural Engineer, for efficient and skillful planning and design, and for hewing to a swiftly-paced construction schedule.

(Continued on page 46)



PORTION OF PRINTING DEPARTMENT



SECTION OF GENERAL OFFICE

Industrial Waste and Public Relations

HAROLD D. KILGORE, *Sanitary Engineer*

Anderson-Nichols & Co., Consulting Engineers

WHEN the early settlers moved into Connecticut, they found an abundance of clean waters, teeming with fish life, and readily available for power and other industrial use. Throughout the years these waters have contributed largely to the growth and development of the State.

Early methods of sewage and waste disposal were primitive but had little or no adverse effect on the waters. As concentrations of population appeared and public sewerage systems were constructed, domestic wastes were merely directed to the nearest water course. Industry also disposed of wastes by dilution in streams. Oblivious to the warnings of early sanitarians, the public took only occasional notice of the practice, as long as the pollution loads remained small and self purification of the waters was possible.

Public Aroused

But population increased and further concentrated. As new products and processes were developed by industry, more and larger plants were built. The quantity of sewage and wastes discharged increased rapidly. It soon became apparent that the streams and rivers were no longer capable of supporting this increased pollution load. Some were rendered unfit for use as water supplies, while water demands for domestic and industrial use reached new highs. Others were unable to support fish life. Many were found unfit for bathing. Property values along polluted water courses dropped. Public interest in the problem of stream pollution was aroused.

Like many other problems affecting the general welfare, the solution was not found at a local level. Sewage and waste treatment is expensive. Industries and communities subjected to pressure to treat wastes were quick to point out the financial problems involved. Public pressure was then exerted at State and Federal levels. The inevitable result was the enactment



HAROLD D. KILGORE

of legislation for control of the discharge of sewage and wastes into the waters of the nation.

Early Attempts to Solve Problem

A significant step was taken in this region with the ratification of the New England Interstate Water Pollution Compact in 1947.* The Commission created thereby is empowered to establish for inter-state river basins, bacteriological, physical and chemical standards of water quality satisfactory for various classifications of use. Certain basins are now being classified. It is inevitable that generally higher standards of stream quality will be established and maintained.

Obviously, pollution control agencies cannot take an inflexible stand. Employment in industry is still more important than fish and bathing facilities. It is not the intention to put industry out of business. But industry unfortunately has lost the verdict, and has no choice but to cooperate with the

*Connecticut, Massachusetts and Rhode Island ratified Compact in 1947. New York joined in 1949. Vermont and New Hampshire joined in 1951.

public and with public agencies. Little is gained and friends will be lost through procrastination in attacking the problem of polluting streams with industrial wastes. Many businessmen are acutely aware of the public relations problem involved and are facing the issue squarely. But a few procrastinators may put a stigma on all industry.

In order to gain friends and goodwill industrial management of every company with a waste pollution problem should take steps toward solving it as rapidly as their finances will permit.

Locating the Problem

Most pollution control agencies recommend a comprehensive survey of the sources and character of the individual wastes as a first step toward correction of a plant waste problem. Some agencies, including the Connecticut State Water Commission, assist in making these surveys within the limits of their manpower. Additional assistance as needed can be obtained from qualified consultants.

The purpose of the comprehensive survey is to determine the problem. Raw materials, products, and processes are studied to ascertain points of origin of various wastes. A program of sampling and flow gaging is then undertaken to determine waste volume and characteristics. With the data obtained, plant efficiency with respect to waste production is determined and recommendations for further detailed study are made.

Few, if any, surveys have resulted in the discovery of a simple panacea. But in some cases, the survey has resulted in savings in raw materials and water for process. In others it has led to a program of waste separation, leaving only a moderate problem of disposal of concentrated wastes. Sometimes a survey shows that a marketable by-product can be derived from the wastes, defraying to some extent the cost of treatment.

Two excellent examples of by-product

(Continued on page 48)

Processing The Export Order

by HANS H. BOHLMANN, *Export Manager*

The Seamless Rubber Company, New Haven, Connecticut

This is the seventh and concluding article in a comprehensive series dealing with the problems and the "how to do" daily tasks in selling goods in foreign markets. Mr. Bohlmann's articles starting in the May issue, furnish an effective reference guide to both the neophyte and the more experienced in the field of foreign trade.

THERE seems to be some kind of conspiracy going on nowadays to make life more complicated. Radios have developed from primitive crystal sets to fifteen tube affairs, school houses have grown from one room log cabins to sprawling plants, apple trees that in the good old days were never bothered about, must now be sprayed five or six times a season to produce eatable fruit. This elaboration of detail has crept into almost every branch of activity, and no one has the feeling more surely that he has been tapped on the shoulder in this respect than the exporting manufacturer in his daily round of chores. His desk, always fairly cluttered has in recent years become a miniature Himalayan range of tags, tickets, invoices, insurance policies, etc., etc. so that he can no longer find the few square inches necessary to rest his feet on, while thinking out a knotty problem.

The existing set-up of detail the exporter must work his way through was not thought up by one evil genius in a good night's work, but has come about gradually. The tendency towards increasing red tape, qualifications and restrictions, both in our own country and abroad are responsible for it to a large extent. Where formerly the prayers of men sending their goods to foreign ports were that the cargoes be spared from foundering gales, now they are that some scrap of documentation may not go astray to the consternation of all concerned.

Documentation

To lessen the possibility of this distressing contingency, the exporter needs a conscientious and efficient staff of assistants to help with the



H. H. BOHLMANN

preparation of the proper documents that are necessary for every shipment going abroad. Some of these assistants are in his own organization and some are outside agencies who perform specialized tasks. In his own organization, the documentation connected with export shipments is essential and requires painstaking attention to be carried out satisfactorily. The exporter must check constantly to be sure this important part of the job of getting shipments on their way is completed properly. Mistakes can cause a lot of irritation, as well as fines. It may be well, therefore, to review some of the more important steps connected with executing an export order.

Shipping Department Functions

It is the business of the Export Department to furnish the Shipping Room with complete instructions in connection with each individual ex-

port shipping order. After a while these will become routine, especially for those overseas destinations where frequent shipments are being made.

The Shipping Department will furnish details for the packing list showing the contents of each package, as well as the weights and measurements. Often the packing list is made a part of the regular commercial invoice.

Delivery Terms, Insurance and Freight

In regard to the processing of an export order, delivery terms are perhaps the first to be considered. Export prices are mostly quoted F.O.B. factory and, subject to certain conditions, they include free delivery to the steamship pier in the port of shipment, with all other charges for account of the buyer. An alternate quotation is F.A.S. (Free Along Side Steamer) port of shipment. In the case of air shipments and those going by parcel post, delivery terms, as a rule, are strictly F.O.B. factory. The air carrier is sometimes designated if the customer abroad has special arrangements with an international airline.

Fierce competition makes it increasingly necessary to respond to requests for quotations C.I.F. (cost, insurance and freight) seaport of entry in the country of destination. However, in such cases the exporter will want to select his own routing and make his own insurance arrangements.

Frequently customers abroad will authorize the exporter to insure the shipment for their account. In addition to basic marine insurance, additional risks should be covered including theft, pilferage, strikes, riots, civil commotions and war. It is essential that the coverage gives protection "from warehouse to warehouse" against the risks that are peculiar to the product involved. Except where an order is covered by a cash remittance or a letter of credit, the exporter is financially interested in shipment until the customer has paid for it. Nevertheless, the exporter will usually agree to having well-rated cus-

tomers cover their insurance, under their own floating policy with a reliable insurance company. The exporter however, will determine exactly what risks are covered and in case the insurance company requires from the exporter an advice of each shipment, whether or not the coverage will be provided even if the advice should inadvertently not be sent or if the advice should go astray in the mails.

Sometimes the importer's floating policy may not cover all the risks the exporter considers essential. Therefore, if the customer cannot be induced to obtain additional insurance, the exporter may decide to take out continuing coverage for his own account.

This brings us to the subject of insurance premiums. Naturally they tend to be lower for exporters with a record of limited losses on their shipments, and higher in the case of shippers who have frequent claims, especially if they imply insufficient packing or neglect in connection with any of the other steps necessary to insure safe arrival of goods at final destination abroad.

Payment Terms

Now with reference to payment terms, these are of course mutually agreed upon before an export order is processed. In cases where a country's economy is unstable, sales may be warranted only on a fully secured basis, regardless of the credit standing of the individual customer. Individual credit reports are available through Foreign Credit Organizations. Such organizations can also advise the terms that are being granted by other American suppliers which information will serve as a valuable guide to the credit manager.

Payment terms may be open account, "clean" or "documentary" sight, or time drafts sent for collection through a bank at or near the importer's place of business. Other terms can be cash remittance with order or a letter of credit established at a bank in the United States in favor of the exporter. Certain classes of goods, especially if they are not of a perishable nature, are sometimes shipped on a consignment basis.

The export commercial invoice is usually prepared on the day the shipment leaves the factory. Except for destinations requiring invoices on special customs forms, the export invoice is made out on a form similar to that used in billing domestic orders. In each

case the instructions in the customer's order will govern along with the rules outlined in the current issue of "Exporter's Encyclopaedia".

The publishers of this valuable guide keep it up-to-date throughout the subscription year by furnishing subscribers with supplementary bulletins announcing changes, as they occur, in rules and regulations relative to shipments for every country of the world.

Where the requirements of the overseas country of destination call for specifying customs declarations in the invoice, these are usually furnished in the purchase order that is sent in by the overseas distributor or importer. Frequently these declarations must be shown in the language of the country and where the tariff numbers for the articles or groups of articles must be shown, the local representative will advise the exporter of the corresponding details.

When the insurance premium is for account of the customer, it can be invoiced on the day of shipment from the plant since the insurance coverage is arranged at that time. On the other hand, the handling charges at the U.S. seaport, the consular fees and ocean freight, if prepaid by the shipper, are not incurred until after the shipment has been loaded on board the ocean vessel. Therefore, a separate bill for these charges, properly itemized, will be prepared as soon as possible thereafter. Sometime such charges are added to the commercial invoice by the foreign freight forwarder to meet consular requirements. An example of this are shipments to Brazil.

The commercial invoices must in every instance show the payment terms, shipping marks and the total number and kind of shipping containers. As mentioned previously, the invoice and packing list are sometimes combined on one form. Where special consular invoice forms are required, the nearest consulate of the country of destination will validate them against presentation of the corresponding commercial invoice which must include items in the shipment even if they are supplied free of charge.

Every export commercial invoice should be signed certified "true and correct" by an authorized party in the organization of the American exporter.

Services of the Freight Forwarder

The exporter who can readily de-

liver his goods to the steamer because his factory is at or in the immediate vicinity of the seaport may find it convenient to handle all of the details connected with it. However, the average exporting manufacturer, especially if he is located some distance from the nearest seaport, will find it usually more economical to entrust these matters to a reliable foreign freight forwarder. For a reasonable fee, these valuable agents take care of all shipping details at the port, including securing shipping space, delivery from the carrier's terminal or warehouse to the steamship pier, filing of shipper's export declaration for customs clearance, obtaining ocean bill of lading and consular documents. Of course, if the exporter's sales volume is large enough, it may justify the expense of maintaining his own shipping office at one or more of the principal seaports.

If delivery terms are F.O.B. factory or F.A.S. port of shipment, the foreign customer has the right to specify the use of his own foreign freight forwarder at the seaport of exit. In the case of C. & F. or C.I.F. seaport of entry transactions on the other hand, it is understood that the exporter will use his own forwarder, as a general rule.

In connection with moving goods by ocean vessels, steamship companies, in addition to foreign freight forwarders, can frequently offer practical advice concerning the handling of shipments to destinations served by them. Local airline offices, by the same token, can be helpful in supplying information regarding the routing of air shipments.

Methods of Shipment

Many articles, if they are not too heavy or bulky, can frequently be shipped most economically by parcel post, although measurement limitations or larger quantities of merchandise may make it necessary to ship by ocean freight. The exporter, of course, will be guided by the buyers' instructions relative to the method of shipment. Only if it is not practical to follow them will he offer suggestions to the importer and await his instructions before proceeding with the shipment.

Ocean freight rates are most frequently charged on the basis of weight or measurements, whichever gives more revenue to the steamship line. The freight rate in this connection

(Continued on page 54)

GOOD DESIGN *Pays Off*

By MAURICE LIBSON, *Industrial Designer*

New Haven, Connecticut

WHEN a manufacturer has a design problem today he calls on an industrial designer. It was not always so. Witness the ungainly, hard to produce, and even harder to maintain and repair, products of even a score of years ago. But today, thanks to the development of industrial design, new products are given a form that meets both production requirements and the esthetic and practical requirements of the consumer.

The modern manufacturer knows that whether it be an automobile, camera, meat slicer, airplane, intercom, phonograph, or toothpick, his designer will work out a form capable of production with a minimum of headaches, and appealing and exciting to its market. He may go even further, and commission the designer of his choice to plan retail outlets and displays.

Therein from the manufacturing and marketing viewpoint is the difference between the designer, artisan of the twenties, and the industrial designer in this mid-century.

The designer of the past worked to interest one customer, or a limited group of customers, and generally a market whose financial means and tastes were pretty well cataloged in advance. The manufacturer in the highly competitive market of today expects his design to please a cross section of the population and at the same time to be producible at a profit. In other words, modern designing is the middle ground between the manufacturer and the ultimate user . . . the manufacturer's interpreter of the language of consumer trends and tastes.

Consequently, the manufacturer engages his industrial designer with care. Designs for the mass market involving thousands upon thousands of dollars in dies and tooling must be right, or bankruptcy looms. It does not follow that a producer of kitchen equipment, needing design counsel,



MAURICE LIBSON

Editor's Note—The author of this article is a graduate of Yale University and has taken post graduate work there in architecture. Since 1947 he has had his own office in New Haven where he has either designed or assisted in the design of shops, stores, motels, theater lobbies, restaurants and numerous products of industry from hardware to telephones.

will seek out a man with wide reputation in that special field. The wise executive, more likely, will discuss his problem with a designer who has had success in railroad coaches, centerless grinders, or popcorn dispensers. Such a designer will bring to this kitchen equipment problem not only experience in a variety of fields, but a fresh viewpoint that may evoke treatment beyond the vision of those so close to the problem they "can't see the woods for the trees".

The commitments in mass production for the mass market are too enormous for the producer to leave the ac-

ceptance to chance. The products must be designed to please the public. Failure to consider this factor promises almost certain disaster.

Manufacturers have come to realize that the worthiest designers are competent in the whole broad field of producible and usable form. It is an accepted fact that there is a relationship between most of the designers of a given period. This, however, is not so much the result of the manufacturers' acumen as it is the reflection of the industrial designer's interpretation of the consumer's preferences. The same public buys breakfast foods, cigarettes, motor boats, electric appliances, furniture, machine tools, and plumbing. This public's likes and dislikes establish the overall design trend of its period.

Connecticut producers have been among the first to welcome industrial design as an important factor in manufacturing, and marketing. Electrical appliances early showed the influence of this new profession, as did hardware, vacuum cleaners, razors, writing machines, and even helicopters benefited through practiced design.

For example, household equipment manufacturers point with pride to the automatic clothes dryer, and the automatic toaster, and the compact intercom, for excellent design. Next take the transition of the refrigerator from the unsightly wood boxes, with galvanized interiors, to the present gleaming, easy-to-clean, metal and plastic cabinets. These improvements were made possible with the development of new materials and processes, including various types of plastics. These changes and improvement in equipment have been stepped up through the collaboration of the engineer and the industrial designer. Teamwork, between the designer, the company engineers and the manufacturer, as well as conferences regarding design, have been vital to the success of the product.

Big companies realize now the importance of calling in the designer at the outset for purposes of economy of manufacture, good design, and subsequent packaging.

Several new techniques in handling metals have affected design in the last few years. New horizons have been reached by the designer. Such developments as anodizing and chemical polishing, for one, and color effects are much broader now than they were a few years ago. Thin wall die casting makes possible reduced weight and reduced cost.

The new materials appearing day by day have broadened the palette of the designer, too. Even the consumer has learned that the word plastics covers a wealth of different materials, and manufacturers have learned plastic materials are a special study for the design engineer and the choice of material for a certain purpose is a highly technical problem.

The necessity for lighter equipment for the home, and smaller, to meet the demands of women, brought about the use of lighter metals, and simpler designs, and functional advantages, all of which was made possible through the efforts of the industrial designer. New protective films, varnishes for wood, plastic coating for fabrics all provide new interest to the use of wood and textiles.

When Mr. Median American buys a product or an item of equipment his first consideration, over and above the cost of the item, and the design, is performance. It must be sound, and have quality. That's why manufacturers hire top engineers and call in industrial designers to help. However, much of the buying falls to the wives, or friends, or other relatives of Mr. A. His Aunt Gertrude may decide to get him a glass fishing rod he's wanted for years, but her ignorance of such equipment can be matched by her desire for something more attractive for her nephew. This has often turned out to be a pocket radio, a gem of good designing, but it certainly wasn't a glass fishing rod. Which proves the power of attractiveness, performance and design.

For the most part the buying public's taste is improving. Movies, TV, magazines and newspaper advertising, and all other channels of communication, combined with the efforts of manufacturer and designers, have helped bring this about. We're not connoisseurs yet, by any means, but we're

on the side of progress certainly. Our appreciation of design, and in matters of taste and appearance, improve daily.

Importance of Package Design

According to psychologists eighty-five percent of all human perception is channeled through the eye. Any company concerned with selling is faced with the necessity of incorporating the best possible design into its packaging, trademarks, store fronts, and even its letterheads and stock labels. Anything exposed to view should have its mark of individuality so it can be identified with the manufacturer who sells it. Hence the realization of top management that the visual aspects of its product, its styling, as well as its efficiency in performance play an equal part in its success when it reaches the market.

Until a few years ago packaging assignments were given to art studios or handled by art departments, lithographers, or printers. Now manufacturers turn to the industrial designer for assistance in this field. This innovation has resulted in companies undertaking complete packaging reorganization programs, and coordinating their packaging ideas into a well-organized plan. Color and design sharpen the identity of a product not only for the buyer, but for the clerk as well, and he's less apt to make mistakes in filling an order when he's familiar with the manufacturers distinguishing label, or package. Many manufacturers, during this reorganization program, review sizes, and shapes, and types of materials of the packages, and to reduce if possible, cost and storage space. They rule out the old, slow expensive methods of production of packages, and install new, efficient automatic methods. The manufacturer requests the industrial designer to step in, at this point, and depends on him to bring these changes about. The designer works with the packaging engineers, and the product engineers on the manufacturer's staff, and together they achieve results in improved appearance, and efficiency.

Making friends and influencing people has been achieved basically by the merit of the manufacturer's product, the effectiveness of its packaging, the appeal of its advertising, and also, by its visual contact with the public. This last has been achieved by the design of the product. Many manufacturers who have become fully acquainted with the designer's versatility assign other

tasks to him. For instance, restyling the administration buildings, and some of the equipment. Occasionally, too, they turn over to him the job of picking the furniture and achieving the most attractive decorative effect. Thus, they expand the design cycle of influence to include the company's most important public—its own employees—thereby giving a boost to that unconscious fragile spirit or mind attitude we call morale. And morale of employees may be the most important link in the chain of productivity. Even if all other links have been strengthened to the highest efficiency, the enterprise can still fail if morale, or the will to work, is low among employees.

J. H. Sessions & Son A Century Young

(Continued from page 7)

Son have been used increasingly by the various branches of the Armed Forces. In global warfare it was necessary to transport much of the material, supplies and other requirements of the Armed Forces over long distances. In many cases, this required very careful and complete packaging to insure the safe arrival, in undamaged condition, of a particular item of equipment. For this reason, there were many instances where the standard products of the company were quite generally used. Sessions hardware served to equip trunk lockers, chests, containers, and cases which were used by the Air Corps, Quarter-master Corps, Signal Corps, Medical Corps, Ordnance Department and Engineer Corps of the Army, as well as the Navy Medical Corps and the Marine Corps. A number of former employees serving with the Armed Forces in all parts of the world, have reported seeing and recognizing hardware of Sessions manufacture, which gave them a momentary nostalgic bond with Bristol.

Because of the nature of the Sessions business, wartime to peace time transition presented no insoluble problems. At the same time, the company, by applying its range of metal stampings to increasingly broader markets, has continued its policy to make steady progress, in spite of sharper competition.

(Continued on page 68)



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NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE BOARD of Directors of The R. W. Cramer Company, Inc., Centerbrook, recently announced the election of P. F. Brophy to the office of President. He succeeds R. W. Cramer, founder and first president of the com-

pany, who is retiring to the chairmanship of the operating committee. Mr. Brophy was formerly executive vice president.

Before joining the Cramer Company in 1928, Mr. Brophy was with Westinghouse Electric Corporation in industrial and central station sales. He began with Cramer as a sales engineer and in 1937 was appointed sales manager. Since 1939, Mr. Brophy has been vice president in charge of sales. On March 1, this year, he assumed the office of executive vice president.

★ ★ ★

A **BROCHURE** entitled "Looking Ahead With The Safety Company," has just been issued by The Safety Car Heating and Lighting Company, Inc., New Haven. The brochure has to do with the planned program of diversification and expansion as a major step in preparing for the future of the company.

The Cover



THIS MONTH'S cover is view of J. H. Sessions & Son's plant in Bristol, Connecticut. Photo by Whitney Studio, Bristol.

Any interested individual or company may secure a copy of this brochure by writing to H. F. Kneen, President, The Safety Car Heating and Lighting Company, P. O. Box 904, New Haven.

★ ★ ★

A **NEW** jacket zipper introduced by Scovill Manufacturing Company, Waterbury, had its first public showing recently at the National Outerwear and Sportswear Association convention at the Waldorf-Astoria, New York.

The new product is said to have three important features: A notched slider that is held firmly in place and



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snaps into position with a hook on the bottom retainer; a blocking ridge on the tapered threading pin at the base of the zipper, which prevents the slider from moving until the pin is fully in position; a new automatic lock with fully shielded locking mechanism, along with a cap that is rigidly attached to the slider body and a solid bar on the pull tab that won't twist off.

★ ★ ★

A NEW four-page bulletin published by The Waterbury Farrel Foundry and Machine Company, Waterbury, shows and describes the company's automatic, inclined shell thread rolling machine.

The booklet illustrates the machine as it is normally used, connected to an eyelet machine, and explains how it automatically rolls the required thread on hollow metal parts produced by the eyelet machine. Another illustration shows the shell threader arranged for independent hopper feed. Samples of some of the work which can be produced on the machine are reproduced to show various types and sizes of threads.

The bulletin discusses the use, construction, operation, drive and tooling of the machine and gives a complete table of specifications, including capacities, for two different sizes.

★ ★ ★

THE APPOINTMENT of Leslie H. Tyler as resident public relations manager at New Haven for the New Haven Railroad has been announced by Robert L. Barbour, director of public relations for the system.

Frank T. Richardson was named to a similar capacity at the railroad's office in Boston.

Mr. Tyler is a native of England and attended New York University. His entire career with the New Haven has been in public relations work. After 12 years in the New York offices, Mr. Tyler was transferred to New Haven. He was appointed assistant director of publicity in 1949, holding that post until his promotion to resident public relations manager.

★ ★ ★

IN CELEBRATION of the 88th anniversary of the founding of the Star Pin Company, Shelton, employees gathered in the company's recreation room for the eighth annual meeting of the Veteran's Club.

At the same time, Dean A. Emerson, vice president and general manager, was honored on the completion of 35 years of continuous service to the company. Mr. Emerson was presented with a suitably engraved wrist watch and a 35-year service emblem.

★ ★ ★

PURCHASE of the Liquefied Gas Utilities, Ltd., of Montreal, Quebec, by the Safety Car Heating and Lighting Company, Inc., New Haven, manufacturer of electrical, air conditioning, and other equipment for railway passenger cars, has been announced.

Liquefied Gas Utilities, Ltd. is engaged in the distribution of liquefied petroleum gas and appliances to the domestic, commercial, and industrial users in Canada. It will be operated as a wholly-owned subsidiary.

H. F. Kneen, president of the New Haven firm revealed that the purchase is a "step in the diversification program of the company. While actively maintaining our position in the railroad field, it is our objective to enter other fields in an endeavor to balance out the economic swings of our industry."

★ ★ ★

AS A SERVICE to the electrical industry William Brand & Co., Inc., Willimantic, is making a detailed study of the performance of newly developed induction heating units for bonding stranded wire during the cutting and stripping operations. This study is being conducted in their own plant as well as the plants of suppliers of copper conductor, users of plastic insulated wire, and a manufacturer of the induction unit.

A preliminary report giving first findings has been issued and may be obtained by writing to: Technical Information Department, William Brand & Co., Inc., North & Valley Sts., Willimantic. The study is continuing and it is contemplated that additional reports will be issued as more data is accumulated.

★ ★ ★

CONSTRUCTION of a new factory building is now under way for The Carlin Company, manufacturers of U. S. and Carlin Oil Burners. The building will be located at the corner of Silas Deane Highway and Maple Street in Wethersfield.

The total area of the building will consist of 13,000 square feet, and will house the office, laboratory and manufacturing facilities.

★ ★ ★

WALLACE BARNES COMPANY, 97 years old spring manufacturer, a division of the Associated Spring Corp., whose main plant is located at Bristol, has announced the opening of a new plant in Syracuse, with Warren H. Beach as district sales manager.

With 11,000 square feet of manufacturing space containing latest types of automatic equipment, the new plant enables Wallace Barnes Co. to provide closer contact and better service to meet the expanding needs of industries in the Central New York area. The plant will produce springs of the compression, extension and torsion type, and wire forms.

★ ★ ★

THE ELECTION of Elton T. Barrett as president of CGS Laboratories, Inc., Stamford, has been announced recently. Mr. Barrett is a patent attorney and a member of the firm of Curtis, Morris & Safford, New York. In addition to his legal and administrative background, Mr. Barrett has had many years experience as a chemist and, during the war, was engaged in electronic research at Harvard University under the office of Scientific Research and Development.

Carl G. Sontheimer, who is well known in electronic engineering circles, was elected vice president in charge of engineering.

CGS Laboratories, Inc. is best known in connection with the development and manufacture of INCREDUCTOR controllable inductors and is actively engaged in electronic research and development for the various agencies of the United States Government and private industry.

★ ★ ★

SEVERAL HUNDRED persons gathered in Wallingford on October 21 to attend the exercises dedicating Lufbery Avenue in honor of Major Raoul Lufbery, Wallingford's aviation hero in World War I.

Captain Eddie Rickenbacker, famous flying ace, who is chairman of the board of directors of Eastern Airlines, was the principal speaker at the exercises.

Lufbery Avenue, formerly known as Bull Avenue, was recently changed to

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CAPTAIN EDDIE RICKENBACKER, center, is shown with Charles Lufbery, right, a brother of the famed aviator for whom Lufbery Avenue was named. H. Stuart Stone, president of the silverware firm is on the left.

its present name in honor of Major Lufbery, by the Wallingford Warden and Court of Burgesses at the request of R. Wallace and Sons Manufacturing Company and the Wallace Aviation Corporation. The avenue provides one

of the entrances to the newly-formed Wallace Aviation Corporation and the R. Wallace plant.

Major Raoul Lufbery, Captain Rickenbacker's first commanding officer, served in the famous Lafayette Esca-



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drille in World War I, and was credited with destroying 18 German planes. During his service he won the Croix de Guerre with ten palms and the Medaille Militaire, and became a Chevalier in the Legion of Honor. He was awarded the British Military Cross—the first American to receive that honor.

Major Lufbery was killed in action in 1918 while attacking a German Fokker plane, the first one to appear behind the Allied lines.

★ ★ ★

LEO A. MAYO of West Hartford, director of methods for The Connecticut Light and Power Company, was elected controller of the company recently at a meeting of the company's board of directors. At the same time, Lester E. Reynolds, CL&P vice president and treasurer, announced the appointment of Traver L. Berry, a certified public accountant, to the position of assistant controller.

Mr. Mayo began his utility career in 1922 as a bookkeeper with the Waterbury Gas Light Company, later becoming auditor and purchasing agent. He joined CL&P in 1929 as supervisor of customer accounts and in 1951 was appointed to the newly-created post of director of methods.

Mr. Berry has been employed as a financial analyst with the International Division of the Ford Motor Company in Jersey City. He was previously a tax accountant with duPont, special assistant to the controller of Glenn L. Martin Co., controller of Fred Waring Enterprises and assistant general auditor for the Port of New York Authority.

★ ★ ★

EASTERN INDUSTRIES, INC. has just moved into a new plant at 100 Skiff Street, Hamden, Conn. The new modern structure is a combination home office and manufacturing plant, providing 28,000 square feet of space to meet the company's growing operations that were conducted in two rented buildings in New Haven.

Located on five acres of land, the plant has 30 individual offices, laboratories, drafting and engineering department, a model shop, and about 10,000 square feet of manufacturing space.

Presently, an Eastern plant in Norwalk produces industrial mixers and traffic controls, and another in Newton, Massachusetts manufactures a wide va-

riety of specialized small pumps. The Newton plant is now building a large addition scheduled to be completed shortly.

Aircraft products are made at the Hamden plant. The company has pioneered in the manufacture of many specialized units including electronic tube cooling units, various aircraft pumps, pressurization pumps, and other specialized aircraft products.

MORE THAN 100 Connecticut industrialists and representatives of paint manufacturers attended a "Bede Airless Spray Painting Clinic" sponsored by the Lea Manufacturing Company, Waterbury, recently.

James Frier, Jr. and Frank Ziroe, representing Bede Industrial Products Corporation, Cleveland, Ohio, developers and manufacturers of the new airless painting process and equipment,

How to collect on bills you can't mail out

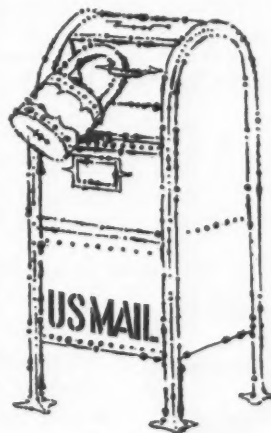
Have you ever considered how much you depend on your accounts receivable ledgers for the money you need to keep your business going?

If they were destroyed, you wouldn't be able to mail out bills—unless you could remember—exactly—names, addresses and amounts owed. And you'd find that your biggest source of ready cash—perhaps your most valuable current asset—had simply disappeared.

Accounts Receivable insurance protects you fully against the loss you're bound to suffer if you're ever unable to bill customers because your records have been destroyed by fire, flood, explosion—or lost as the result of burglary, theft or vandalism.

We will be pleased to give you full details of this insurance and tell you how it reimburses you for amounts owed that you cannot bill.

Also to tell you about insurance for your legal papers, sales records and other documents, the loss of which would cost you real money.



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spoke on the principles and advantages of the process in industrial finishing. An actual spraying demonstration with the Bede Airless Unit was also a feature of the clinic.

The Lea Manufacturing Company also exhibited the regular line of Bede paint heaters, used extensively by the finishing industry as standard equipment.

The Waterbury firm is staffed to render engineering, plant layout and technical service on spray finishing problems, as well as other surface finishing problems involving the use of abrasive compositions or electrochemical processes.

★ ★ ★

A NEW CATALOG, "Wiremold

Fluorescent Lighting Fixtures and Fittings" has just been released by The Wiremold Company, Hartford.

Fully illustrating and describing the company's four series of fluorescent and slimline units, this catalog also presents suggested applications. Copies are available upon request to the company.

★ ★ ★

OPERATIONS have started in a two-story addition to the pneumatics laboratory at Hamilton Standard, division of United Aircraft Corporation, Windsor Locks. Activities in the new building are expected to be in full swing by the end of the year.

The new steel and concrete structure increases by 100 per cent the floor



TYPICAL EXAMPLES of damage wrought by hurricanes this year throughout Connecticut. Reports from power companies indicate little damage to industry with the exception of heavy damage to Plax Company plant in Stonington.

space available for pneumatics work. It will house highly-specialized equipment reflecting the growing demands imposed on aircraft air conditioning and pressurization systems by the jet age and by the widely-varying operating and climatic conditions under which such equipment is used.

Several of the test devices, according to E. D. Eaton, chief of experimental operations, are completely new to Hamilton Standard's development laboratories. Among these are a sand and dust test chamber, a shock test rig, a centrifuge (for whirling parts on a beam to stimulate tight turns and pull-outs of jet aircraft), a spin pit, and a simulated jet plane cockpit.

★ ★ ★

A NEW gear train and motor combination, said to be exceptionally quiet, powerful and inexpensive, has been announced by the New England Gear Works, Southington.

The versatility of this gearmotor will adapt it to many uses, among them business machines, appliances, vending machines, etc. It can be had in a selection of torques.

Said to be built for long life and hard usage, the gears, pinions and shafts are all hardened steel, bearings are bronze and lubrication is provided by a large felt oil reservoir that will not leak in shipping regardless of the position the motor may be placed in.

★ ★ ★

A SIX-PAGE, two color brochure describing the Perkin-Elmer Vernistat is now available from the Vernistat Division of the corporation, Norwalk. The brochure explains the construction and operation of the Vernistat, a new type of precision variable-ratio transformer.

Included in the brochure are performance curves, application schematics in computer and servo systems, specifications of the 60 and 400 cps types, and step-by-step drawings illustrating the combination auto-transformer and potentiometer mode of operation of the Vernistat.

★ ★ ★

DUDLEY W. NEARING, manager of the Cincinnati zone sales office of New Departure Division of General Motors Corporation for many years, is now functioning in an important new assignment with the division's sales organization.

Appointment of Mr. Nearing to a position in which he will specialize in



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FOLDING
BRIGHTWOOD
and
SETUP**

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ESTABLISHED 1887
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the applications of New Departure ball bearings in the field of machine tools has been announced by Robert T. Collins, sales manager. Although he will continue to make his headquarters in Cincinnati, Mr. Nearing will fulfill staff assignments originating from the division's home office at Bristol.

Mr. Nearing's New Departure service covers a period of 43 years, 28 of which have been devoted to sales engineering in the Cincinnati area.

★ ★ ★

R. S. COOPER, president of The E. Horton & Son Company, Windsor Locks, has announced that its Gabb Special Products division has completed arrangements with Edward Koch of Lisbon, Connecticut, to manufacture and market an industrial mixer incorporating a unique new mixing principle.

At the request of one of the wet processing textile mills near his home, Mr. Koch developed and introduced a mixer which would handle the heavier type ink pigments when mixed with clears or extenders used in the printing of textile cloths. The mixer is said to employ an entirely new principle for dispersing the heavier pigments. In the last eighteen months, Mr. Koch has been producing and selling the mixers from his small workshop to the plants in the vicinity of his home.

★ ★ ★

THE NELCO TOOL CO., Manchester, has announced an advanced new line of carbide boring bars which exhaustive shop tests have already proven unexcelled for a wide range of general boring applications.

Among the features of the new Nelco tool are hardened and ground shanks to insure maximum rigidity and accuracy, as well as Nelco slash milled design and nickel shim sandwich braze which eliminates tip fracture due to brazing strains. To assure utmost economy, carbide tip overhang is engineered into each boring bar to end

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the grinding or snagging of steel when resharpening the tool.

★ ★ ★

THE AMERICAN PAPER GOODS COMPANY, which employs 500 at its principal plant in Kensington, and 300 more at another plant in Chicago, has recently been sold to the Continental Can Company, according to an announcement by Albert S. Redway, president of the Kensington firm.

American Paper Goods has been in Kensington since 1893. Its first products were confectionary bags, cigar bags and feed bags. Now the line includes drinking cups and ice cream cups and containers. The company was the first to offer a sanitary paper drinking cup to the country. The Puritan cup is included in the line.

General Lucius D. Clay chairman of the board of Continental Can, announced that both of the APG plants would be operated as parts of Continental's Container Division.

★ ★ ★

PURCHASE OF the Bristol Company of Waterbury by the American Chain and Cable Company, Bridgeport, according to an announcement by Wilmot F. Wheeler, chairman of the board of American Chain. No change in management, personnel or policy is contemplated.

Known for its manufacture of industrial instruments which include automatic and electronic controls, the Waterbury firm has 27 branch offices, two branch factories and a Canadian subsidiary in Toronto.

★ ★ ★

SPACARB, INC., manufacturer of cup drink dispensers, with a factory in Stamford, has been purchased by the Rowe Corporation, manufacturer and operator of automatic merchandising machines.

The purchase agreement provides for acquisition by Rowe of Spacarb machinery, inventories, equipment, copyrights and patents. The business will continue in operation in Stamford.

★ ★ ★

CHARLES S. CAMPBELL, president of Durham-Enders Razor Corp and the J. B. Williams Co., died recently at his home in New Haven.

Mr. Campbell became president of the razor company in 1926. It was then known as the Durham-Duplex

Razor Co., changing its name when it moved from Jersey City, New Jersey to Mystic in 1937. In that year also, he became affiliated with the J. B. Williams Co. of Glastonbury, toiletries manufacturers.

Mr. Campbell was born in Cedar Rapids, Iowa. A graduate of Yale University, he studied for the ministry and received a bachelor of divinity degree from the Yale Divinity School. Although he did not enter the ministry, deciding instead to pursue a business career, he maintained a close interest in religious and welfare activities.

He is survived by his wife, six children and eight grandchildren.

★ ★ ★

A GROUP of twelve men from Denmark visited R. Wallace & Sons Mfg. Co. recently. The men are a time and motion study group from Denmark, visiting the United States under the auspices of the Technical Assistance Program of the Foreign Operations Administration.

The program at the Wallace plant which included a short plant tour, descriptions and displays of Wallace time and motion study, wage administration and job evaluation systems, was under the leadership of Ralph Sittnick, head of the Wallace time study organization.

★ ★ ★

WALTER J. NILES, president of The SoundScriber Corporation, manufacturers of dictating and recording equipment, has announced the election of D. H. Hickey as company treasurer and controller.

Mr. Hickey has been associated with The SoundScriber Corporation, in both the sales and financial ends of the business, since 1947. He has held posts with General Electric Co., U. S. Rubber Co., Colt's Patent Firearms Co., and Crystal Research Laboratories.

★ ★ ★

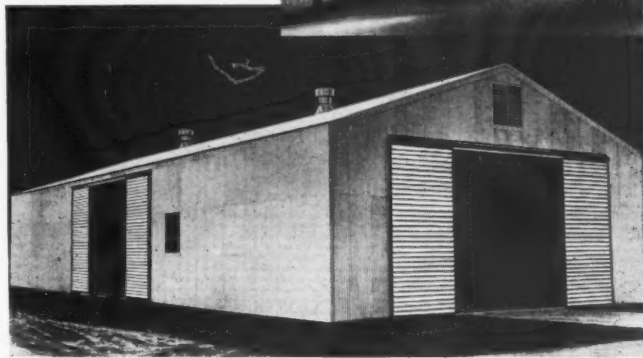
APPOINTMENT of Theodore F. Talmage as director of purchasing, The Perkin-Elmer Corporation, Norwalk, was announced recently by Richard S. Perkin, president. Mr. Talmage succeeds Eugene W. Dunstan who was recently named general manager of the company's Vernistat Division.

Mr. Talmage has been with Perkin-Elmer since 1941 when he joined the accounting department. He was named assistant director of purchasing in 1950.

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LAWRENCE BERGMAN has been appointed sales manager of Cosmetic Products by the Plume & Atwood Mfg. Company, Waterbury. He succeeds Russell Johnson in this position. Mr. Johnson has been made responsible for

the sale of Standard and Lamp Part Products throughout New England.

Mr. Bergman resigned as sales manager of Moly Motor Products in New York to accept this new position with Plume & Atwood.

SQUARE or hex wire, 3/16" to 1/4", or flat wire 1/16" by 1/4" to 3/32" by 1/2" are straightened and cut automatically on the model 2ABF, latest of a long line of Shuster straightening equipment manufactured by Mettler Machine Tool, Inc., New Haven.

According to the maker, multiple sets of precision straightening and feeding rolls handle the wire easily and uniformly, for long production runs. Pre-determined lengths are cut with Shuster accuracy, the result of long and proven development of the instantaneous clutch and cut-off.

★ ★ ★

JAMES J. MCKEON has recently been elected vice president and general sales manager of The SoundScriber Corporation, New Haven. A member of the company's home office sales staff for the past eight years, Mr. McKeon, during that time, served as director of advertising and sales promotion. He has been previously associated with the Appliance Division of General Electric Co. in Bridgeport as sales promotion manager for electric ranges and water heaters.

A graduate of Dartmouth College, Mr. McKeon had over five years' service in the U. S. Naval Reserve during World War II, most of which was spent in the Pacific.

★ ★ ★

B. ALDEN THRESHER, director of admissions at Massachusetts Institute of Technology; Paul S. Burnham, associate director of the Student Appointment Bureau, Yale University; and Albert E. Holland, vice president for development, Trinity College, have accepted appointment to the Scholarship Selection Board for the Frederick U. Conard Scholarship, it has been made known by Charles H. Anthony, secretary of Niles-Bement-Pond Company, West Hartford.

The Scholarship Selection Board will select a scholarship winner annually, the selection being determined on a competitive basis. Its decision will be based upon the future promise of the applicant for College work, his moral character, leadership and initiative as evidenced by his prior school record, his performance on College Entrance Examinations and reports of interviews and other references.

★ ★ ★

THE E. INGRAHAM COMPANY, Bristol has announced that it will be-

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"THE GOLDEN ANNIVERSARY SHOW is the best I've ever attended," says Richard C. Patterson, New York City Commissioner of Commerce and Public Events, who officiated at the opening of the Show. Responding to the request of the management of the show, he dictates his impressions of the show to a Gray PhonAudograph III "dictation telephone." The Gray Manufacturing Company introduced the equipment to the public at the show.

gin producing timing mechanisms for electric appliances next year at a branch plant in Elizabethtown, Kentucky.

Company officials said that some of the timer business will be moved to the new plant, but declined to predict future employment at the Bristol plant. It was revealed, however, that the company has engineered and developed several new products by which it expects to maintain and perhaps even increase employment in Bristol.

★ ★ ★

THE REYNOLDS SPRING CO.

has purchased the assets, patents and inventory of the A. W. Haydon Co., Waterbury, manufacturers of direct current timing devices for the aircraft and other industries.

The announcement was made by Charles G. Munn, president of the purchasing firm, which is located in New York City.

The Haydon Co. was incorporated in 1945. Its capital stock was sold to the North American Philips Co. in August 1951. A. W. Haydon, president of the Waterbury firm, said the name of the Reynolds firm will be changed to Consolidated Electronics

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★ ★ ★

On the other hand, if you operate your own tumbling department, let us tell you about our ESBEC Field Engineered Tumbling Equipment, Abrasives and Compounds. They're saving money for plants from coast to coast.

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Industries, and the local company will become the A. W. Haydon division of Consolidated Electronics Industries.

★ ★ ★

SIKORSKY AIRCRAFT, division of United Aircraft Corporation, has been awarded a part of a series of new orders or reorders for planes and engines which raises to \$1,200,000,000 the value of Air Force Contracts placed since July 1.

A contract has been received by Sikorsky to produce an undisclosed number of its new twin-engined helicopter, the H-37 (S-56) of which pilot models are now being produced in the Bridgeport plant.

★ ★ ★

REVERE CORPORATION of America has brought a new electronic industry to Connecticut with the transfer of Cox and Stevens Aircraft Corporation to its Meriden and Wallingford plants.

Thomas Ball, Jr., president and general manager of Revere, said the transfer of Cox & Stevens from Mineola, Long Island was part of a consolidation of several Revere subsidiaries following Revere's affiliation with Naptune Meter Co., New York.

Manufacturing operations of Revere and its subsidiary units will be concentrated in the Meriden plant while the research development and engineering activities will be conducted in the Wallingford plant.

★ ★ ★

AT A RECENT meeting of the board of directors of Colt's Manufacturing Co., Hartford, the following executive changes were voted:

Mr. Burton W. Bartlett was elected chairman of the board, succeeding Graham H. Anthony, who was elected chairman of the executive committee:

The following vice presidents were assigned as managers of their respective divisions of the company: Richard S. Havourd, Autosan Division; Philip W. Schwartz, Arms Division; John M. McNally, Plant Services and Ordnance Operation; Alton K. Marsters, Packaging Machinery Division; Charles W. Bentley, Plastics Division.

★ ★ ★

THE APPOINTMENT of Robert T. Reynolds to the sales staff of William H. Lockwood Sons, Inc., electrotypers, Hartford, has been announced by Dwight G. Phelps president and sales manager.

Mr. Reynolds is a graduate of Williams College and is a member of the Greater Hartford Jr. Chamber of Commerce and the Hartford Club of Printing House Craftsmen.

★ ★ ★

VAPOR-PRESSURE actuated thermometer systems which record on uniform charts, instead of the expanded charts previously necessary, are now available from The Bristol Company of Waterbury. The new thermometers combine the advantages of freedom from ambient temperature effects, fast response, high torque, small bulb size, and extra sensitivity of the vapor-pressure systems with the linear scale, uniform graduations, and simple control attachments used with gas or liquid filled systems.

According to the company, a patented varying-ratio linkage converts the non-linear vapor pressured-temperature curve into a linear deflection of the recording pen. The linkage is available for all ranges from -20 to 600 degrees F.

For cross ambient ranges, a dual-filled system with uniform scale is used to replace more expensive fully compensated Class 1 thermometers.

★ ★ ★

SALE OF THE ASSETS of the H. L. Judd Co. of Wallingford to the Stanley Works has been approved by stockholders of the Judd Company.

Nationally known manufacturers of drapery and other household hardware, the Judd Company employs 800 people, 600 of them in the principal plant in Wallingford, 125 in the southern plant at Chattanooga, Tenn., and the remainder in the principal sales offices in New York City.

Founded in New Britain in 1830, the Judd Co. has been in continuous operation for nearly 125 years.

★ ★ ★

MAXWELL R. WARDEN, president and general manager, Remington Arms Company, Inc., Bridgeport, has been informed that Remington's annual report for 1953 has been awarded an "Oscar for Industry" by Finance World Magazine.

The award, which denotes that the report was adjudged the best in the sports equipment division, was presented at the annual dinner sponsored by the magazine recently in New York.

★ ★ ★

THE RETIREMENT of Wallace C.

Husted as executive vice president of Chase Brass & Copper Co., Waterbury, after 25 years with the firm has been announced.

Mr. Husted joined the brass company August 19, 1929 as factory office manager, serving in that capacity until 1931, when he was appointed factory manager. In 1944 he was named vice president in charge of operations in Cleveland. Two years later he returned to Waterbury as vice president in charge of plant operations and organization. He continued in that capacity until December 21, 1948, when he was named executive vice president.

★ ★ ★

CHARLES T. LIPSCOMB, JR. was recently elected president and director of the J. B. Williams Company, Glastonbury.

The new chief executive officer succeeds the late Charles S. Campbell. For the past four and one-half years Mr. Lipscomb has been president of the Pepsodent division of Lever Brothers Company.

The Williams Company, estab-

lished in 1840, has a plant in Glastonbury and Montreal, Canada. It also has subsidiaries in Argentina, Brazil, Chile, Columbia, Mexico, Great Britain, South Africa and France.

Prior to his presidency of Pepsodent, Mr. Lipscomb was vice president and general sales manager of drugs and sundries for McKesson & Robins.

★ ★ ★

SALE of the business of the Hendey Machine Co., Inc., of Torrington to the Barber-Colman Co. of Rockford, Illinois, has been announced.

Barber-Colman manufactures machine tools, textile machines and electrical apparatus. Harold F. Collins, vice president and works manager, said the Rockford plant will be expanded to accommodate a Hendey Machine Division for continued manufacture of the Hendey line of lathes and shapers.

★ ★ ★

A \$3,500,000 expansion which will more than double the company's foam rubber production capacity in Shelton was announced recently by F. M.

HANDEEZ

THE HAND CLEANING COMPOUND
THAT REMOVES GROUND-IN
GRIME GENTLY AND SAFELY

Shop grime works deeply into pores . . . its residue is a contributory factor in dermatitis. Tiny skin cuts caused by harsh abrasives are entering points for skin infections. HANDEEZ lifts hard-to-remove grime from the pores by means of a sterilized vegetable emollient. The result: clean, smooth skin, even where cutting oils and other stubborn shop grime are present. HANDEEZ is ideal for both shop and office use.

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MECHANICAL Wire SPRINGS

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always count on

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Daley, president of the B. F. Goodrich Sponge Products Division.

According to Mr. Daley, new foam rubber production facilities will occupy 460,000 square feet of floor space, increasing employment opportunities in the area. Construction is scheduled for completion in December 1955.

"Greatly increased customer demand, reflecting the trend to foam rubber by the furniture and bedding industries, is responsible for the company's de-

cision to expand its facilities," Mr. Daley stated. He said, "The expansion will mean increased production of such 'Texfoam' foam rubber products as pillows, furniture cushion units, slab stock, mattress toppers, automotive seat toppers, and foam-backed fabrics.

★ ★ ★

GROUND HAS BEEN BROKEN for an addition to the plant of Hallden Machine Co., Waterbury, in which

machines weighing up to 300,000 pounds will be constructed, it has been announced by Karl W. Hallden, president.

Fifty feet of the addition will consist of a second story to an existing building and will be used by the engineering department. The remaining 175 feet of the new building will be so constructed that it will allow for one 50 foot crane span and one 30 foot crane span.

Distance between the floor and the ceiling will be approximately 32 feet to permit cranes to handle the huge machines to be constructed in the new structure.

★ ★ ★

IN AN EFFORT to discuss more fully the editors' individual publication problems, the Connecticut Industrial Editors Association plans to devote alternate monthly meetings to clinic sessions during the 1954-55 year. Guest speakers will highlight the other monthly meetings.

CIEA officers for the 1954-55 year are: President, Margaret E. Fenske, Scovill Mfg. Co.; 1st Vice President, Norman E. Delisle, Conn. Heart Association, Inc.; 2nd Vice President, William R. McCurdy, Metropolitan District; Treasurer, Dorothy J. Watson, New Haven Board & Carton Co.; Recording Secretary, Michael L. McCluskey, Olin Industries, Inc.; Corresponding Secretary, A. Allan Amenta, Pratt & Whitney Aircraft.

★ ★ ★

THE APPOINTMENT of Edward S. Dik as assistant to the president of the Abbott Ball Company, Hartford, was announced recently by W. P. Abbott, president.

Mr. Dik was formerly associated with Hartford Steel Ball Company as production manager and assistant sales manager.

★ ★ ★

JOSEPH T. VINBURY, advertising manager of the New Britain Machine Co., has been named president of the Industrial Advertising and Marketing Council, which is the western New England chapter of the National Industrial Advertisers Association.

Other officers are: First Vice President, Robert Coyle, advertising manager of Rockbestos Products Co., New Haven; Second Vice President, John Fairbairn, president, Fairbairn and Co.,



*Have
the
machine
tailor made*

to fit your product

- Combine several operations into one automatic machine.
- Eliminate several machines and operators.
- Reduce handling time and damage to your product.
- Release valuable floor space for other production.

Firm prices quoted for Engineering and/or manufacturing.

Highest production consistent with sound engineering practice guaranteed.

We are small enough to give you personal service yet large enough to provide complete engineering and sound solution to many problems of manufacture.

Call on us today to discuss your problem.

●

HICKS MACHINE, INC.

WALPOLE • NEW HAMPSHIRE

Check

SPONGEX

CELLULAR RUBBER
FOR

✓ **CORD**

SHEETS

TUBING

STRIPS

PAD STOCK

DIE-CUT SHAPES

MOLDED FORMS



A few cords in actual size

Spongex cellular rubber cord effectively answers many sealing, insulating and cushioning problems. It is available in a variety of densities and compression ranges in either round or half-round form. Either form is available in practically any diameter from 3/16" to 2".

If desired, Spongex cord can be compounded with special qualities, such as resistance to oils, acids, corrosive vapors and extremes of temperature.

Spongex cellular rubber cord can be fabric covered by either vulcanizing or cementing. Circle gaskets are also available.

Cord is only one of the many forms of Spongex cellular rubber. So the next time you need cellular rubber—check with us—we'll be glad to help.

SPONGEX[®] Cellular Materials

B. F. Goodrich Sponge Products Division

18 Derby Place, Shelton, Connecticut

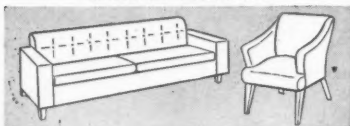
In Canada: Canadian Sponge Rubber Products, Ltd., Waterville, Quebec

INDUSTRIAL



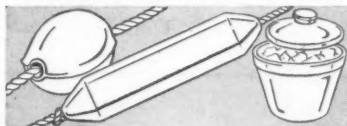
CELLULAR RUBBER

UPHOLSTERY CUSHIONING



TEXTILE RUBBERIZED HAIR—TEXFOAM

SEINE FLOATS—BOAT FENDERS—ICE BUCKETS



CELLULAR PLASTIC

CARPET CUSHION



SPONGE RUBBER

West Hartford; Secretary, Francis McCormick of Whitney-Blake Co., Hamden; and Treasurer, John Corrigan, advertising manager B. F. Goodrich Sponge Products Div., Shelton.

THE FACT that Connecticut young people are finding career interests outside the state has resulted in the banding together of Connecticut industrialists to launch a program by which

youth will become more aware of opportunities in the state.

As part of the program a conference of industrial leaders was held recently at The Hedges, New Britain. The conference theme was "Connecticut Youth for Connecticut Industry."

Speakers at the conference were Kenneth P. Applegate, president of the Hartford Electric Light Company, Dr. F. Kenneth Brasted, director of the Education Department of the National Association of Manufacturers and Dr. Finis E. Engleman, Connecticut Commissioner of Education.

The program, sponsored by the Connecticut Light and Power Co., The Connecticut Power Company, the Hartford Electric Light Company and the United Illuminating Company, will concentrate on orientating students in their sophomore year in school.

★ ★ ★

DIRECTORS of the Plax Corporation, West Hartford, have elected C. Paul Fortner, vice president in charge of research and development.

Mr. Fortner came to Connecticut in 1952 from the duPont Company in Wilmington, Delaware.

★ ★ ★

A NEW B-C (battery-capacitor) "Coilflash", for twin-lens reflex cameras, has been announced by The Kalart Company of Plainville. The new model is said to incorporate several new features designed to make flash photography easier, more certain and more fun.

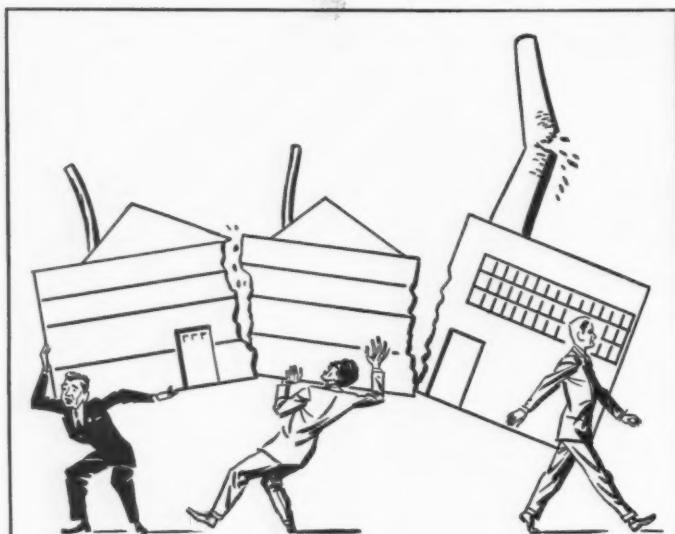
A new feature of the Model BC-400 is its built-in "Coilflash" extension cord. This allows the photographer to take "off-the camera" shots with the flash reflector held at arms length.

★ ★ ★

THE LECOUNT TOOL WORKS, INC., Hartford, has announced the publication of a four-page folder describing their line of precision Universal Expanding Mandrels.

The folder covers both the Type "A" Count-Centric Expanding Mandrel having guaranteed concentricity within .0005" total indicator reading and the new type "S" super count-centric expanding mandrel with guaranteed concentricity within .0002" total indicator reading.

The folder, which is available from the company, also covers special mandrels which can be furnished in either Type "A" or Type "S" guaranteed accuracy.



The Loss of a KEYMAN...

... can seriously affect the success of a business and its ability to earn profits.

Who are the keymen in your business?

Have you protected this important asset with the right type of business life insurance? Let us tell you more about this modern-day coverage.

Specialists in Business Life Insurance

RALPH H. LOVE AGENCY
75 Pearl Street • Hartford, Conn.

The Connecticut Mutual
LIFE INSURANCE COMPANY • HARTFORD

TEN MEMBERS of MAC's Foreign Trade Committee and seventeen other manufacturers interested in the export market for Connecticut products were the guests of the Isbrandtsen Steamship Company on October 12 aboard the SS Flying Arrow in New Haven Harbor. The ship's blinking lights vied with an accommodating autumn moon to light the scene as The Flying Arrow's Captain Dana Dillon, acting as host, guided the guests on a tour of the ship before conducting them to the sumptuous buffet dinner.

Captain Dillon explained that the Flying Arrow, which, with its famous sister ship, SS Flying Enterprise, was bringing round-the-world shipping service to Connecticut's doorstep in New Haven Harbor, has a cruising speed of 15½ knots, a cargo capacity of 55,100 cubic feet, and provides excellent accommodations for ten to twelve passengers as it makes its rounds to a maximum of 30 ports of call.

With a feeling of being on the high seas hearing such far away names as



THE ABOVE photograph shows the SS Flying Arrow at anchorage off Singapore.

Puerto Cabello, Buenaventura, Antwerp, Yokahama and Bombay as casually as a conductor's call of local train stops, the foreign trade members took to the agenda like the Flying Arrow takes to water.

They talked about problems in renewing Columbian licenses; doing

business with Columbia and Mexico; financing in Chile and Brazil; the effects of trade nationalization law in the Philippines; Isbrandtsen's harbor problems in Los Angeles; and New Haven's future as an overseas port.

Aiding in giving MAC's Foreign Trade Committee and its 17 guests a

*"My presents came in a
JACK WITTSTEIN BOX"*

**Holiday Greetings
from
JACK WITTSTEIN**

Box 1348, 56 Church Street
New Haven 5, Conn. MAIN 4-5121

**Corrugated and Solid Fibre Boxes
Merchandising Displays**

**highest
quality**

**photo
engravings**

**from
line plates
to**

**four
color
process**

**shuttleworth,
inc.**

338 ANN STREET, HARTFORD, CONN.

memorable evening were: Isbrandtsen's assistant vice president, Ted De-Smedt, Captain Dana Dillon, David F. McGrew, and William J. Keeley of Isbrandtsen New Haven and Porter F. Leach.

★ ★ ★

ANOTHER manufacturer has been added to the list of new businesses that are being established in Connecticut, with the organization of The Treadway Container Corporation which is located at 105 Shields Street in Elmwood Section of West Hartford. The new company's business will be the manufacture of tailor-made boxes, with fast delivery and versatility of manufacturing equipment emphasized.

The new corporation is headed by

Graham R. Treadway, Jr. of West Hartford. The equipment is made in Hartford by Colt's to meet specific packaging needs of both large and small business. The purpose of the company is to help manufacturers reduce box inventories by enabling them to buy in small lots for fast frequent delivery, almost as the boxes are needed. This, will enable any shipper to keep a minimum of stock and thus save tremendously in both space and investment.

The new Container Corporation will be able to make boxes from 2½ by 2½ by 2½ inches to 36 by 18 by 18 inches, in many different styles. This will help make it possible for shippers to use boxes exactly fitted to their requirements and thus avoid the waste



VIEW of Treadway Container Corporation plant in Elmwood Section, West Hartford.



GRAHAM TREADWAY, JR., explains to Mayor Carlson of West Hartford how his company's equipment operates to produce tailor-made shipping containers.

Let's tune in on your
High Carbon Strip Jobs with

DSC



SPRING STEEL*

Our mills at Detroit and Hamden, Connecticut make Cold Rolled Carbon Steel Strip exclusively. When the carbon content is "high", that is, over .25% max. to .80% max. inclusive, we call it

DSC HIGH "C" SPRING STEEL*

Strip steel applications are usually fussy. Only some are fussier — especially spring steel jobs. Each has its fabricating and sometimes heat treatment peculiarities. The steel must be closely "tuned" to the job — uniform in size and workability.

Through a happy combination of *closely controlled* cold reducing and annealing practices, you get just such **UNIFORMITY** in DSC HIGH "C" STRIP — end . . . to . . . end of each coil — coil . . . to . . . coil in each lot — lot . . . to . . . lot on repeat orders.

*Hard rolled untempered and soft annealed only

THICKNESS: Up to about .187" WIDTH: Up to about 22"

FINISH (when a factor): Satin or Bright EDGE: Slit or Rolled

Coils or Cut Lengths

**How about a demonstration on one
of your jobs—high carbon or low?**

*Just call your nearest DSC Customer Representative
or our General Sales Office*



**DETROIT STEEL
CORPORATION**

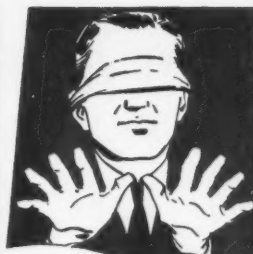
GENERAL SALES OFFICE — DETROIT 9, MICHIGAN

DSC CUSTOMER REPRESENTATIVE OFFICES

Chicago, Cincinnati, Columbus, O., Dayton, O., Detroit, Grand Rapids, Mich.,
Hamden (New Haven), Conn., Indianapolis, Jackson, Mich., Louisville, Ky.,
New York, Richmond, Va., St. Louis, Toledo, Worcester, Mass.

YOUR GUIDE TO DSC MILL PRODUCTS

Hot Rolled and Cold Rolled Sheets
Low and Medium Carbon Manufacturers' Wire
High Carbon Specialty Wire
Aluminum Cable Strand Reinforcement
Rope Wire Tire Bead Wire Welded Fabric
Cold Rolled Carbon Steel Strip
Cold Rolled Carbon Spring Steel



Blindman's Buff
is no way to
fill your orders
for Sheet and
Strip Steel!

Our business is selling ready-made sheet and strip steel.

In our work we run into jobs and jobs. Some are "duck soup"—almost "any old iron" might do. Generally, though, it takes quite a bit of "steel-manship" to select in-stock material that's best suited for a particular job, at a particular time, for a particular user. For example, yourself.

Playing blindman's buff with your order is out. We've got to see the "facts" behind it. That way we can put our hands on the "mechanics" and also the "economics" of your job and of the steel you need.

Getting at such facts and interpreting them pretty well sums up the *Reliance Job-Fitting Idea*—knowing your job . . . knowing our "stuff" . . . supplying in-stock steel best suited to your purpose.

Why not see for yourself?

*Call our nearest plant or office
anytime we can be useful.*

RELIANCE STEEL DIVISION DETROIT STEEL CORPORATION

PROCESSING AND DISTRIBUTING PLANTS

CLEVELAND PLANT, CLEVELAND 27, O., VULcan 3-3600

DETROIT PLANT, DETROIT 28, MICH., WEbster 3-5866

EASTERN PLANT, HAMDEN, CONN., STate 7-5781

MIDWEST PLANT, CHICAGO 8, ILL., CANal 6-2442

RELIANCE CUSTOMER REPRESENTATIVE OFFICES

Dayton, O., Des Moines, Ia., Grand Rapids, Mich., Indianapolis, Ind.,
Jackson, Mich., Milwaukee, Wis., New York, N. Y., St. Louis, Mo.,
Toledo, O., Worcester, Mass.

RELIANCE *Job-Fitted* PRODUCTS



T.M. REG U.S. AND CANADA
DEPENDABLE DAN

COLD ROLLED STEEL STRIP
Coils • Cut Lengths • All Tempers

SHEETS

Cold Rolled • Hot Rolled • H.R. Pickled
Galvanized • Long Terne

Standard or production sizes
Sheared or Slit to Actual
Working Dimensions



**"I'VE BEEN WITH AMERICAN THREAD
FOR 36 YEARS—And The Company's
Been Wonderful To Work For."**

"They have always done everything they can for their employees. I have been more than satisfied with their treatment of me during the entire time I have worked for the American Thread Company."

Agnes McNamara, R. N.

To safeguard the health of their employees, The American Thread Company maintains two well-equipped first aid rooms and employs four trained nurses and a doctor. This is a part of American Thread's policy of providing superior working conditions and the most modern equipment available for their employees.

People who know and like their jobs help maintain a high level of quality in the products of The American Thread Company

 **THE AMERICAN**
Thread COMPANY
WILLIMANTIC MILLS
Willimantic, Connecticut



that is often incurred by using boxes larger than are needed that happen to be on hand at the time.

Mr. Treadway said, "We wish to furnish a really needed service to Connecticut business and by doing so hope to become an important part of Connecticut industry soon."

Sir Isaac's Disciples

(Continued from page 9)

many to be an absolute essential to the efficient training of military and civilian personnel, will be capable of generating an entire air attack program on a standard radar scope, thus simplifying the training of vast numbers of people necessary to the nation's defense.

Ideally, the development and production of such exact tools calls for highly skilled craftsmen and high precision machine work. Further, the constant need for design and construction changes during initial development work demands that engineering and production facilities be housed under one roof in order to effect these changes with a minimum of delay.

To achieve these ideal conditions and to efficiently meet the increasing demand for its services, the company acquired and integrated the entire operation and key personnel of The American Tool Works in June, 1954. Established in 1918, American Tool has been a pioneer in precision machine shop fabrication.

More of a marriage of talents than anything else, the addition of The American Tool Works facilities provides an unusual twist to The Newton Company story. It is probably the first time an independent research and development organization of this kind has ever acquired a complete, going, manufacturing plant to increase its own efficiency. In most instances, the shoe is on the other foot.

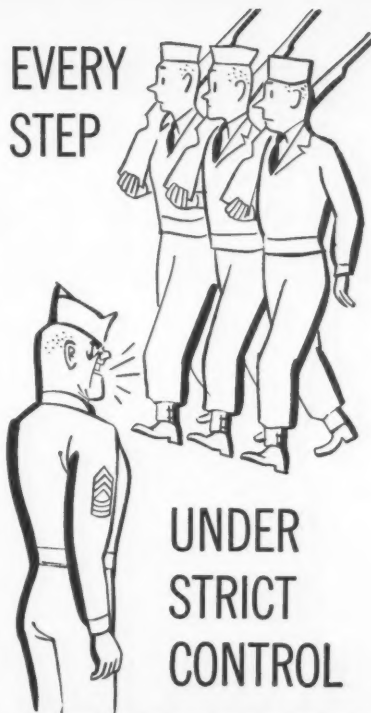
With the acquisition of American Tool, the firm's modest and crowded quarters on Williams Street, in Middletown, became completely inadequate and the move was made to present quarters at 55 Elm Street, Manchester. Here, on three floors of a rugged brick building, the company has installed one of the most modern research and manufacturing facilities to be found in its field of endeavor. Highly departmentalized, every operation is subject to a rigid system of quality control which demands adherence to minimum standards comparable to aircraft-precision

specifications. Engineers, researchers and production men work together to perfect pilot models in a self-contained model shop. Prototypes approved for quantity production are fabricated and assembled in a production department which also turns out thousands of special precision parts and tools for customers who have hitherto been served by American Tool. As a consequence of this close integration of development and production know how, the firm can handle almost any problem in the design and manufacture of precision instrumentation, controls and parts which might be thrown at it by a growing list of clients.

The addition of The American Tool Works' seasoned skills has proved a tremendous asset to the company. With more than two decades of experience in model-making and specialized production (American produced such products as the Vanderbeak Universal Joint, radio panel engraving machines and the famed Maxim Gun Silencer) its personnel and equipment have increased Newton efficiency immeasurably. Then too, the company's management has been at special pains to keep American Tool customers supplied with the special parts and fixtures they have come to expect from these facilities. The net result has been to direct a good portion of the company's business into special tool and die work in addition to its research and developments activities.

Despite its growth in size and prestige, the research-production teamwork which characterizes the firm's operation still dominates all its activities. Schooled by years of work in the hard realities of everyday manufacturing techniques, its engineers and researchers have little time for the "blue sky" theorizing and daydreaming which so often intrudes on the experimental work necessary to the development of new scientific tools. Yet each man retains an active curiosity about the problems which continually stream in from industries, schools, airlines, government agencies and, occasionally, individuals. Their team represents a wide range of versatile talents and includes representatives of every scientific field. It even boasts a psychologist whose services play a vital part in the "man-machine relationship" which has become an essential part of automation and today's complex training devices. The men who guide the destinies of The Newton Company are: Gerard H. Morrissey, President and Treasurer,

EVERY
STEP

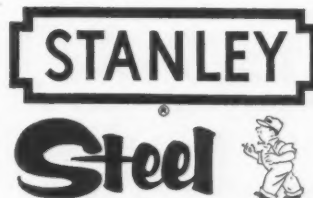


UNDER
STRICT
CONTROL

STANLEY STRIP STEEL

All Stanley-made cold-rolled steel—high-carbon, low-carbon, or special alloy—is consistently high in quality. That's because every production step is under strict control—tested by some of the finest laboratory equipment in the world. Plant location is convenient—service is dependable.

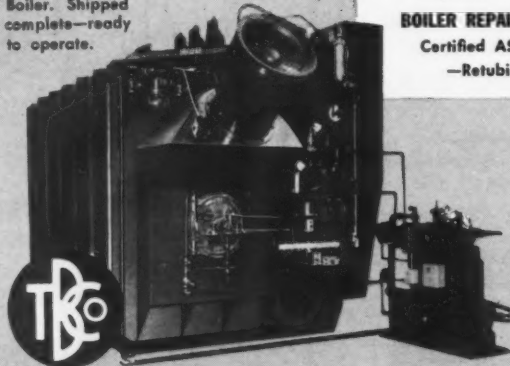
Let a Stanley engineer talk over your steel problems with you—no obligations, of course. When inquiring or ordering, please give full details as to dimensions, finish, temper and other specifications. It will help us give you our best possible service. Write 83 Burrill St., New Britain, Conn.



A Division of The Stanley Works
TOOLS • HARDWARE • ELECTRIC TOOLS
STEEL STRAPPING

BOILERS BY BIGELOW

Type H "Packaged"
Boiler. Shipped
complete—ready
to operate.



**Backed By More
Than A Century Of
Boiler Building
Experience**

WATER TUBE BOILERS
Capacities: 3,000 to 100,000 lbs.

FIRE TUBE BOILERS
Capacities: 25 HP to 600 HP

BOILER REPAIRING & REBUILDING
Certified ASME Code Repairs
—Retubing—Rebuilding

**THE BIGELOW
COMPANY**

New Haven 3, Conn.

Established 1833

REPRESENTATIVES IN PRINCIPAL CITIES

BI-15

KNOWN BY REPUTATION THROUGHOUT NEW ENGLAND FOR MORE THAN A CENTURY

who has overall supervision of management, contractual and financial matters and Frank W. Clark, Vice President, who is responsible for all research and development activities. Other management figures are John S. Murtha, Secretary; John J. Carson, Director of Sales; R. N. Nicola, Chief Engineer and General Manager; Norman A. Nelson, Manager, American Tool Division; and Lester R. Brainerd, Factory Manager.

In recent months The Newton Company has taken on a new responsibility in answering an appeal for help in bettering Medicine's diagnostic electronic instruments and other equipment so necessary to the treatment of mankind's afflictions.

Whether it be a problem in the automation of a machine tool, the creation of a new training device or the design and production of a special machine part or fixture, one or more specialists on The Newton Company team stand ready to seek its solution, for the same interest which sparked seven young men to pool their talents more than eight years ago, still motivates the more than 100 employees of the company which took its name from a man who was roused to explore new fields, by a falling apple.

Your Elevators Are Production Machines!

When planning new production equipment, by all means include new elevators . . . designed in every way as modern and efficient as the machine tools and materials handling equipment you intend to buy.

Old elevators give out without notice. And even short elevator stoppages can cut deep into the very savings your new machines are expected to make. Only continuous production pays off these days!

59th Year

Manfd. By
THE EASTERN
MACHINERY CO.

EASTERN
Safety
ELEVATORS

Factory:
NEW HAVEN
CONN.

PASSENGER • FREIGHT • ELECTRIC • OILDRAULIC®

Installation—Inspection—Repairs—Maintenance

GUARD

those
**VITAL
SPOTS**



PLANT PROTECTION
is your Security

PLANT PROTECTION
is our Specialty

Consult us about
GUARDS-WATCHMEN

*Without Obligation
In Strict Confidence*

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*Serving "Top" Industries
State Licensed & Bonded
Cleared by Govt. Security Agencies*

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**INTERSTATE
INDUSTRIAL PROTECTION CO.**
114 STATE STREET
BRIDGEPORT 3, CONNECTICUT
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Electrolux[®]

the only cleaner you never have to empty

"What's in a name?"

SUPERIOR DESIGN—is the name for ELECTROLUX! Today's new fully automatic Electrolux[®]—the only cleaner you never have to empty—is a reflection of the engineering genius that has made Electrolux the pace-setter in its field since it revolutionized the industry with the introduction of the cylinder type cleaner more than a quarter of a century ago. It is the forerunner, too, of still greater things ahead, for Electrolux research and engineering never rest—but are dedicated to the constant improvement even of the very best.

CRAFTSMANSHIP—is the name for ELECTROLUX! Superior designs demand superior workmanship—and into the skilled hands of our people, steeped in the traditions of Connecticut craftsmanship, is entrusted the building of the world's finest home cleaner. Precision work and production know-how in the careful hands of our craftsmen spell out more and better cleaners for American homes.

QUALITY—is the name for ELECTROLUX! The formula is simple: Superiority of design—plus—master craftsmanship—equals top quality, that has made the new Electrolux cleaner "a thing of beauty and a joy forever" for millions.

CONFIDENCE—is the name for ELECTROLUX! Superb performance in the most critical testing laboratory—the home—has led millions of Americans wisely to put their faith in ELECTROLUX, its Products, and its People.

ELECTROLUX CORPORATION

OLD GREENWICH, CONNECTICUT



is less likely to happen on **CONCRETE**

A Georgia State Highway Department report, "Traffic Accidents—Highway Conditions," offers evidence of the safety of concrete pavement.

From this report a year's accidents on nine federal routes with 677.44 miles of concrete and 1437.74 miles of the other most commonly built pavement were analyzed. Traffic volume on the two types was about equal.

Accidents due to human frailty or mechanical failure were omitted. That left 257 accidents involving eight deaths, 177 injuries and \$139,672 of property damage. *For equal traffic there were 2.38 times as many accidents, 3.25 times as many deaths, 4.11 times as many injuries and 4.02 times as much property damage on the other pavement as on concrete.*

Highway safety means good engineering. It also means concrete paving. You can see better on it at night and it's skid resistant, wet or dry.

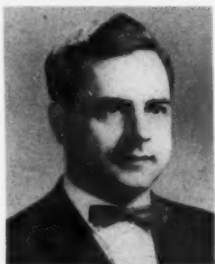


the SAFE pavement is concrete

PORTLAND CEMENT ASSOCIATION

250 PARK AVENUE, NEW YORK 17, NEW YORK

A national organization to improve and extend the uses of portland cement and concrete through scientific research and engineering field work



TRANSPORTATION

By EDWARD M. MAMULSKI

Traffic Manager

Volume Class Rates on L. C. L. TRAFFIC

THE Southwestern Freight Bureau and the Western Trunk Line Committee have submitted a proposal to establish alternating incentive graduated volume rates on certain articles in the Uniform Classification subject to Less Carload and Any Quantity ratings of Class 100 or lower. This proposal originated in the Southern Freight Association. The proposal contemplates that the rates would be published on a basis of ten percent less than the applicable Docket 28300 class rates and would apply on shipments weighing 5000 pounds or more.

The territorial application of this proposal is: (1) between points in Southern Territory, (2) between points in Southern Territory and points in Official (including Illinois Freight Association), Southwestern Freight Bureau and Western Trunk Line Territories.

The proposed rates are to be subject to current pick-up and delivery rules and regulations on file with the Interstate Commerce Commission. These rates are not to apply if they are the same as or lower than carload class rates governed by the Uniform Freight Classification No. 2. The Modified Rule 10 principle is to apply on shipments consisting of differently rated articles. These rates will not apply on certain commodities such as light or bulky articles.

New 'Postal Manual' Simplifies Regulations

Postmaster General Arthur E. Summerfield issued a new 'postal Manual' on October 21, 1954. This 268 page manual is a consolidation and modernization of all postal regulations. The new manual simplifies and clarifies

postal regulations which affect all types of mailing and describes several new and varied improvements. Many informative illustrations are included such as, how to wrap mail, how to pack fragile articles and how to fix a letter on parcels.

The 'Postal Manual' is available from the Superintendent of Documents, Government Printing Office, for 65 cents a copy.

Cabinet Committee on Transport Policy and Organization

President Eisenhower established a Cabinet Committee on Transport Policy and Organization July 12, 1954. Secretary of Commerce Sinclair Weeks was designated as Chairman.

The President's letter to Secretary of Commerce Sinclair Weeks stated, "a comprehensive up-to-date review of over-all transportation policies and problems is needed as an aid in assuring the over-all consistency of Government policies and programs concerning particular branches of the transportation industry. Also, the organization

of the Federal Government to cope with transportation problems should be reviewed."

Other members designated by President Eisenhower include the Secretary of Defense and the director of the Office of Defense Mobilization. Included as ad hoc participating members of the committee are the Secretary of Treasury, the Postmaster General, the Secretary of Agriculture and the director of the Bureau of the Budget.

The President has requested that the committee report its recommendations to him not later than December 1, 1954.

On September 2, 1954, Secretary of Commerce Sinclair Weeks appointed a Working Group for the Cabinet Committee on Transport Policy and Organization naming Arthur W. Page, a director of the American Telephone & Telegraph Company, New York City, as Director of the Working Group.

Other members of the Working Group are:

Charles H. Beard, General Traffic Manager, Union Carbide and Carbon Corporation, New York City;

Charles L. Dearing, on loan from Brookings Institution, Washington, D. C.;

Fairman R. Dick, Limited Partner, Dick and Merle-Smith, New York City;

George Roberts, Partner, Winthrop, Stimson, Putnam and Roberts, New York City;

Arthur C. Schier, Vice-President of Traffic, General Foods Corporation, White Plains, New York, and

Ernest W. Williams, Professor of Transportation, Columbia University, New York City.

THE PLAINVILLE ELECTRICAL PRODUCTS CO.
PLAINVILLE, CONN.

MACHINE TOOL CONTROL PANELS

• CONTROL CENTERS •

NEMA and JIC Specifications

DISTRIBUTION SWITCHBOARDS AND PANELBOARDS

Commercial, AIEE and Military Specifications

ELECTRONICS

Offer New Opportunities
For Connecticut's Industries



CONNECTICUT'S industrial background is ideally suited to this new and fast-growing industry. Electronic products represent high value with little bulk. They require the Connecticut type of manufacturing skill. They are finding eager civilian and military markets throughout the world.

THE DEVELOPMENT and manufacture of electronics equipment and components might well help your organization to grow and prosper. And the industrial consultant of your electric power company will gladly put you in touch with the opportunities at hand. Talk to him soon.

**THE CONNECTICUT LIGHT AND POWER COMPANY
THE CONNECTICUT POWER COMPANY
THE HARTFORD ELECTRIC LIGHT COMPANY
THE UNITED ILLUMINATING COMPANY**

ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Ledgerless Accounts Receivable Bookkeeping

THE open invoice method of maintaining accounts receivable records deserves serious consideration as part of any industry's continual efforts to increase efficiency and reduce clerical costs. Most concerns who have changed over to this system have only one regret—that they did not take the step sooner.

The open invoice method sacrifices no information yet saves time and money in many ways. To begin with, there is no large outlay for furniture or equipment—all that is required is a file consisting of sets of celluloid-tipped pockets arranged in shingled fashion on bottom-hinged panels which fit into a tray. All of the equipment needed may be purchased for a nominal cost. Using this method, copies of invoices constitute the accounts receivable ledger, thus eliminating all postings to individual accounts, while at the same time providing full information on all charges rather than skeletonized, posted transcripts. The invoices are received from the Billing Department with a signed transmittal tape or "pre-list" which is first verified, then posted to a control sheet. This step is usually necessary in any accounts receivable set-up. The time savings begin with the next step. Instead of posting to a ledger card, the invoices are merely dropped in celluloid-tipped pockets visibly indexed with the customer's name or alphabetically indexed. A visible signal is set showing the date of the charge. The signal is always set to show the oldest invoice in each pocket. The accounts are, therefore, automatically aged at all times, and the delinquent accounts can be determined at a glance.

The application of remittances is as simple as the entry of charges. Starting with the control figure obtained from the cash receipts journal, a credit posting is made to the control sheet. The applicable invoices are simply removed, date stamped "Paid", totaled to check with the control, and filed in a paid invoice file. The signal is then reset to show the date of the now oldest charge in the pocket. When only a partial payment is received, a slip is made out in duplicate showing the amount paid and other pertinent information. One copy is attached to the invoice which remains in the open file, and the other is filed in the paid invoice file.

The successful operation of the open invoice accounts receivable method requires that a few iron-clad rules be followed to avoid losing or misfiling invoices. A limited number of people should have access to the records. The files should also be kept under lock and key. Further safeguards include keeping a numerical control of invoices received daily and using a monthly trial balance, both of which facilitate tracing a misplaced invoice. However, the firms which use this system find that cases of lost or misplaced invoices are exceedingly rare.

Since most customers pay by invoice and not by statement the trend in many businesses is to eliminate the mailing of monthly statements except to customers which request one. In these cases, an open-item statement is easily prepared from the invoices in the pocket at statement date.

One of the chief advantages of the system is that it affords faster and more efficient control of credit and collec-

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tions. Delinquent accounts can be spotted at a glance. Further signalling can be utilized to indicate steps taken in the collection cycle or to flag the reaching of credit limits, etc.

The open invoice accounts receivable method possesses flexibility that

enables it to be adapted to any business whose customers pay from invoice. The consideration of this system affords one opportunity to streamline what is frequently a time-consuming and costly clerical function while providing more effective and efficient control.

Curtis 1000 Moves to Modern New Home

(Continued from page 12)

Mechanical Installations

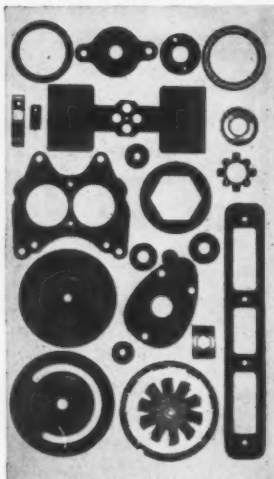
During the winter season, manufacturing areas are heated by standard type unit heaters except for those spaces close to machines and workers, where units of the blast type, taking in outside air, filtered and heated, will provide ventilation requirements not only for occupants but also to replace that air exhausted through fume hoods from various processes.

In the office and cafeteria areas, all heating is done by air systems introducing warm air at the ceiling through diffusers. There are three entirely separate systems of this type for the non-manufacturing areas, one to supply the interior large office where no natural ventilation is possible and the other two to serve the north and west exterior offices where different exposures require separate control.

A feature which will appreciably reduce summer temperatures is afforded by special provisions made in the roof drainage system where approximately 2 ins. of water will be retained on the roof during the hot months. This not only reduces the temperature of the roof itself, but provides a "mirror" which very effectively reflects the heat. Means are provided of course to completely drain the roof during the winter months.

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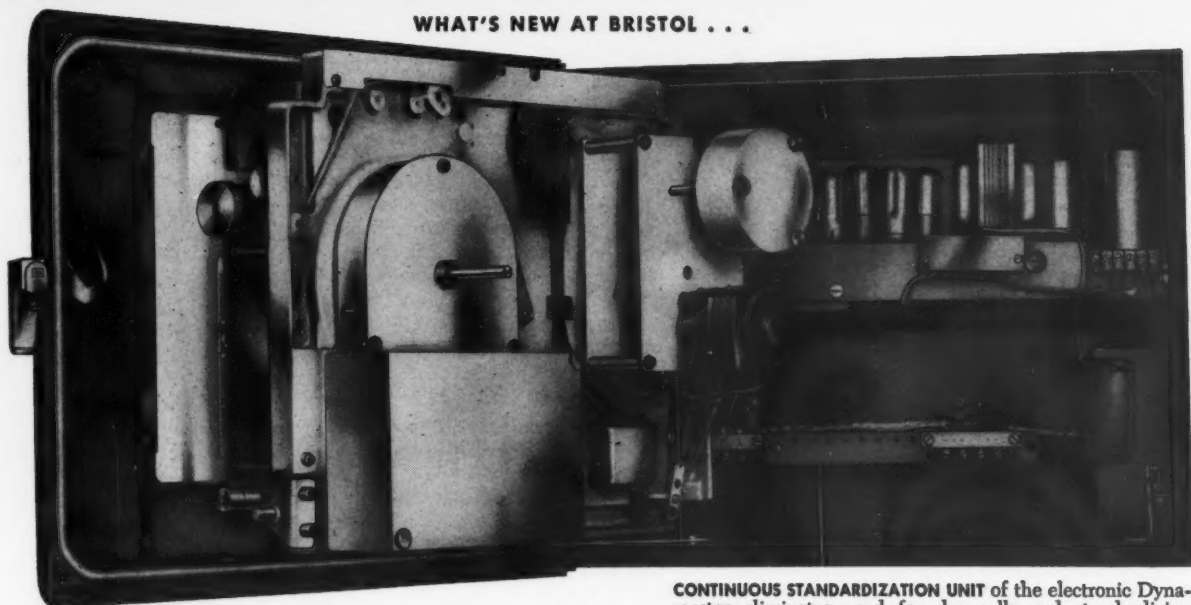


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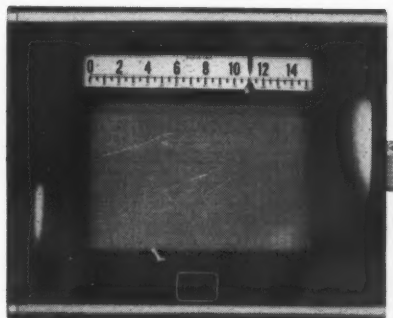
BRISTOL DYNAMASTER RECORDERS come in easy-to-read round-chart (shown here) or strip-chart models. Single record, multiple record or continuous 2 record designs are available. Bristol also supplies all types of time-temperature program controllers.

IT'S MADE IN CONNECTICUT

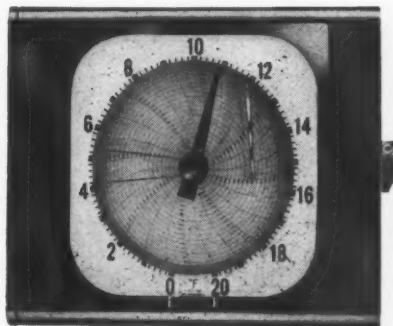
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Industrial Waste and Public Relations

(Continued from page 13)

ucts derived from wastes are found in the textile and chemical industries. An accepted method of handling wool scouring wastes of a high grease content is to treat them with calcium chloride or calcium hypochlorite. Under proper conditions the resultant soap curd will yield a marketable grease, high in lanolin.

In the case of a large Pennsylvania chemical plant, large volumes of dilute waste sulfuric acid and phosphoric acid sludge are treated to yield ammonium sulfate and a super phosphate which are sold as raw material for fertilizer. The waste treatment processes operate at a loss, as raw materials for neutralization and heat for evaporation must be furnished, but the objectionable acids are disposed of as economically as possible.

Lest the wrong impression be given from the foregoing, let me hasten to add that whatever the survey may turn up, waste disposal will cost money. Then why undertake the survey?

It is step number one toward licking the waste problem. By having the survey made, one demonstrates a cooperative attitude toward pollution control. The responsible state and interstate agencies are anxious to meet industry halfway.

Further, the survey may indicate that a particular plant has an unusually complex waste disposal problem. While some wastes may be segregated and treated, the treatment of others may be unduly expensive. Having demonstrated its cooperation by corrective action to the best of its immediate ability, this particular plant may well be given additional time and assistance to arrive at an equitable solution to the balance of its disposal problem.

The Important Public Relations Angle

Best of all, the survey provides an answer to an annoying public relations problem. Consider the impact on the public of the following statement, made by a responsible official of your company:

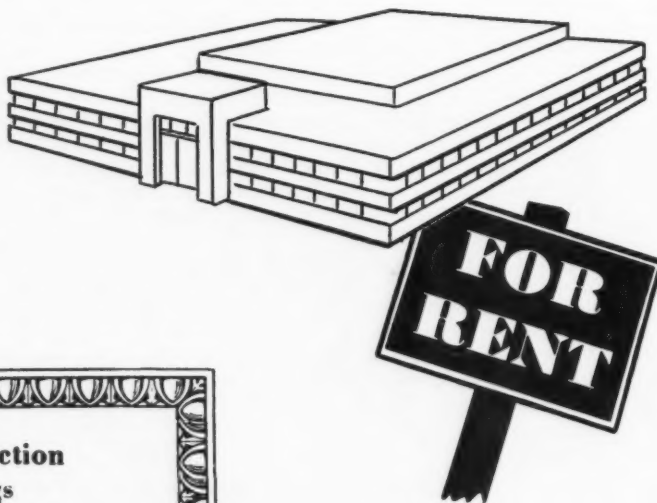
"We understand and are sympathetic with the stream pollution

problem. We cannot promise to alleviate the existing conditions overnight. Our first duty to the public is to stay in business. But we are now taking steps looking toward the solution of the problem."

And public relations are important in these days when there are an estimated 30 million fishermen in the country, a large number of whom work in industry. Oneida, Ltd., a large manufacturer of silver goods, has recognized this. Several recent magazine articles have been devoted to their newly installed waste treatment facilities. The company's local public relations were declining as a result of stream pollution. "Business Week" (June 12, 1954) feels that the new disposal plant, as well as improving stream conditions, is a tangible asset to the company and says:

"Instead of hiding the waste purification plant in a far corner of the property, Oneida has painted it brightly and made it one of the high spots of the regular plant tour. Thus, the plant began paying for itself through public relations almost as soon as it began operating."

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Responsibilities of Business Leadership

By DAVID A. IVRY, C.L.U., Assistant Professor of Insurance

EVERY day we hear more of the need for business leadership to live up to its responsibilities. It is generally conceded that the first responsibility of a businessman is to make a profit. Indeed, there was a time when the sole responsibility of the businessman was to make money. This was principally a responsibility to himself and to a small group of others associated with him.

But that idea has long since vanished, and one much more appropriate to the complicated and challenging era we now live in has taken its place. This new concept is, of course, that a businessman's responsibilities extend far beyond himself and his immediate associates; that he has basic responsibilities to others—to the many groups on which his decisions have some sort of impact.

Some of the actions of business leaders in the past century brought upon themselves and upon business, generally, a storm of public indignation from which business still suffers today. The era of "laissez-faire" was followed quickly by a public demand for curbs and regulations upon unbridled individualism. From this it became apparent that the profit motive alone was no good enough to justify free business operation.

Soon indignation came to be voiced by consumers condemning shoddy and fraudulent claims. Regulatory intervention occurred. New millions gained an acknowledged voice in the operation of industry.

Then more millions asserted still another claim. Employees banded together to demand consideration of their services as something more than a commodity. Today the rights of em-

ployee organizations have been so fully recognized by law that they have had to be redefined—by law.

Finally, we have learned during two great wars that government, in emergencies, can exert a claim on industry's energies that transcends all other claims.

Today, enlightened managements operate as trustees in recognition of

the claims of employees, investors, consumers, and government. The task is to keep these forces in balance and to see that each gets a fair share of industry's rewards.

Laws, custom, and business experience have led to the general acceptance of a series of "thou shalt nots." Having accepted the "Do Nots," enlightened managements have embarked on an era of positive Do's to guide them in their business leadership.

Perhaps a series of principles applicable to business to remind one of the moral responsibilities of true business leadership can be devised. The following beliefs might constitute such a code:

1. A business must be run at an adequate profit and must hold its own in fair competition with other business organizations.
2. A business must serve employees, owners, consumers, and government and management must keep the interest of all these elements in balance.
3. Management's operating goals are continuously improving productivity and growth in order



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4. The greatest assets of a business are its human assets and that improvement of their value is both a matter of material advantage and moral obligation; therefore, employees must be treated as honorable individuals, justly rewarded, encouraged in their progress, fully informed, and properly assigned, and their life and work must be given meaning and dignity, on and off the job.
5. A reputation for integrity is another priceless asset of any business and management must deal fairly with customers, competitors, and vendors, advertise truthfully, fulfill its commitments, cooperate with other managements and government in the betterment of business as a whole, and oppose any artificial restrictions that may limit production, fix prices, or restrain trade.
6. The future of the American economic system depends on the confidence, good will, and understanding of the people and

that business leadership must make itself a responsible part of the community by participating in worthy activities locally and nationally.

7. Whenever business has earned a hearing it has not only a right but a duty to ask for public confidence and it must speak freely, give information gladly, and answer the attacks of those who seek to undermine American freedom under democratic capitalism.
8. Finally, business leadership is nothing less than a public trust, that it must offer a message of courage and hope to all people, and that it can help an economically strong America to lead other nations to lasting prosperity, freedom, and peace.

This is not a perfect code, but it does constitute a statement of objectives that seem worthy of every effort. Perhaps no one is capable of living up to all these principles. Yet, it is far better to fall short of a high standard than to accept and live by a low one. Moreover, the public neither demands nor expects perfection of business. People simply want to know that leadership is conscious of, and is trying to meet its responsibilities.



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SPOTLIGHT ON THE FUTURE*

By R. C. SWANTON

Director of Purchases,

Winchester Repeating Arms Company,
Division of Olin Industries, Inc.

General Business Conditions

Purchasing Agents report November business conditions show a continuation of the steady, moderate improvement of recent months. New orders outrun increased production by a small margin. Prices are inclined to level out, with strength and stability. Inventory liquidation is ending. Employment is up or holding the previous advances. Buying policy continues hand-to-mouth to 90 days, the mid-range predominating. The elections appear to have had no effect on industrial business.

That capital expenditures for 1955 will again be substantial is evidenced by the replies in that special section of the reports. 40% expect to spend more than in 1954; 25% the same, and 35% will spend less. The comments on 1955 programs range from moderate changes to extremely high and unusually low capital budgets.

Commodity Prices

The trend to price stability of the past three months is more pronounced in the November survey. Advances have been small and few. The lowest number since August report higher prices for important industrial materials purchased. Keen competition prevails in most markets. Buyers' opinion is that prices will hold steady over the year end.

Inventories

Industrial purchased material inventories seem to have about reached bottom. 19%, the highest figure of the year, report moderate stock additions,

*Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Robert C. Swanton, Director of Purchases, Winchester Repeating Arms Plant, Olin Mathieson Chemical Corporation, New Haven, Connecticut.

while 26%, the lowest number of the year, record further liquidation. Inventory control is top policy and will continue to be, with the easy availability of replacements. Generally, stocks are well-balanced and at satisfactory operating levels.

Employment

November additions to the pay roll are slightly less than the average of the past two months. Reductions are the lowest reported in a year and a half; the majority holding to previously reported higher employment. Little overtime is indicated but there is more movement toward a full 40-hour week. Fewer strikes are noted.

Buying Policy

The procurement range is still hand-to-mouth to 90 days, with 30-to-60

days predominant, which checks with the over-all conservative inventory policy. Some are holding back for the year-end inventory taking; others for tax purposes. While there is more confidence in price stability, still there is no reason to reach beyond near-by requirements.

Specific Commodity Changes

More price advances than declines this month. No radical changes.

Reported *up* were: Fatty acids, bearings, some chemicals, copper scrap, cotton, meters, lamps, beef, raw sugar, scrap iron, fuel oil, rubber, soap, steel scrap, tires, carbide tools, copper wire.

On the *down* side: Coal, coffee, cocoa, shortening, tetraethyl lead, vegetable oils, kraft gummed tape, tin, urea.

Hard to get: Cellophane, cement, copper, mercury, nickel, selenium, galvanized steel sheets.

Canada

Canadian members report production is up. New orders are much better than last month. Prices are about in line with the United States. Inventories continue to grow. Employment is leveling off. Buying policy is very close but runs to a longer range than in the United States. Plans for capital expenditures in 1955 are high. General industrial business in Canada is good and purchasing agents are optimistic.



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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

THE index of general business activity in Connecticut rose two percentage points in September to an estimated 14% above normal. This advance offset the decrease of the preceding month thereby returning the index to approximately the level which obtained in July of this year. Substantial recovery in the manhour component, following a summer of heavy vacation shutdowns, was largely responsible for the improvement. Freight

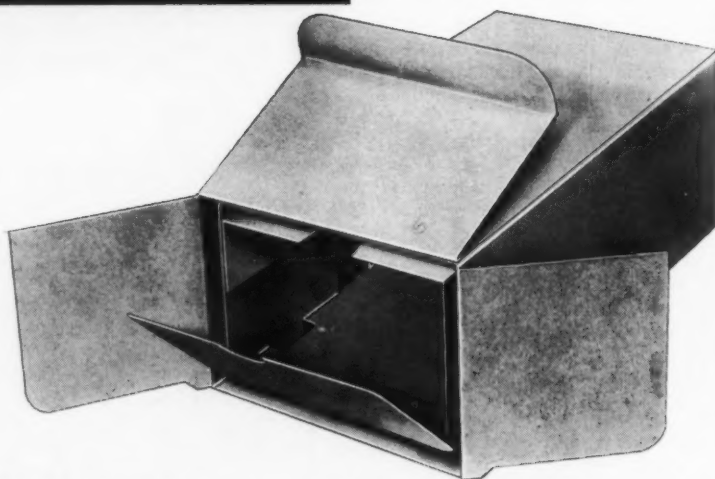
shipments increased moderately whereas the employment index registered a slight decrease. Cotton mill and construction activity remained unchanged, the latter at an all-time high. The United States index of industrial activity improved slightly in September to an estimated 1% above normal. After adjustment for seasonal variation, minor increases occurred in all of the major components with the exception of paper production.

A Summary of Military Prime Contract Awards released by the U.S. Munitions Board for July 1950 through June 1954 reveals that Connecticut leads all other states on a per capita basis. Connecticut, with a \$2,359 per capita figure, was followed by Washington, California and Michigan with \$1,791, \$1,486 and \$1,435, respectively. In the four year period this State received \$4,734,676,000 in military prime contract awards, or 4.4% of the National total of \$106,441,077,000. Of the total awards to Connecticut 37% were received from July 1950 to mid-1951, 20% the second year, 28% the third year and 15% in the last twelve months, indicating that since the Korean armistice, there has been a substantial decline in the volume of awards.

The index of manhours worked in Connecticut factories is estimated at 15% above normal in September, an increase of eight percentage points over the preceding month. The improvement in manhours reflects primarily the end of vacation closings and

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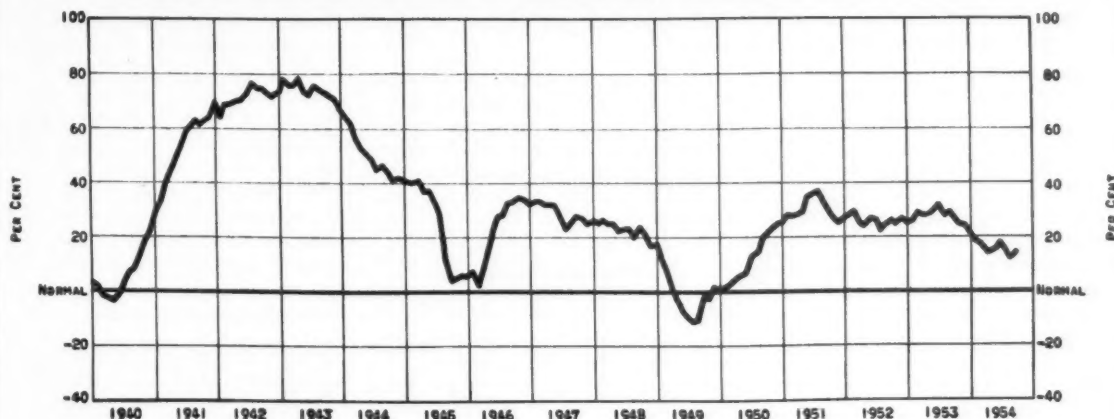
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GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



a slightly longer work week. For the first three quarters of the year the index averaged 19% above normal, or 17 points below the corresponding period last year. During September the average work week for manufacturing production workers was 40.4 against 40.2 in August and 41.7 a year ago. Average weekly earnings at \$73.12 were higher than the \$72.36 of last month but lower than the \$74.23 of September 1953. Basic hourly earnings at \$1.75 remained the same as in August but were above the \$1.71 of a year ago.

The index of employment in Connecticut factories fell one percentage point in September to an estimated 12% above normal, continuing its gradual decline from the mid-1953 peak. Although actual employment figures for September reflected a slight increase, the gain was somewhat less than would normally be expected at this season of the year. The current standing of total manufacturing employment is approximately 408,000, compared with 407,000 in the previous month and 459,000 last September. Non-manufacturing employment is now 441,000 against 440,000 in August and 426,000 a year ago.

Claims for unemployment compensation in the State of Connecticut in the past two months have shown favorable declines from July of this year, the highest month since January 1950. Jobless claimants during the first nine months of this year averaged 36,000 a week. While noticeably above the corresponding average of 12,000 for 1953, it is substantially below the

1949 average of 69,000. The September figure of 31,000 represents the lowest weekly total since the end of January and continues the downward trend for the second consecutive month. Initial claims for the first three quarters of this year averaged about 5,200 a week. This is significant when compared with corresponding averages for 1953 and 1949 of 2,600 and 7,000, respectively. The most recent figure showed initial claims of 3,400 compared with 2,300 a year ago. The Bridgeport area continues to lead the State in total applications for unemployment compensation. Hartford, Waterbury and New Haven are generally the next highest areas with no noticeable difference in total claimants separating the three.

The September index of construction activity is estimated at a record 150% above normal, the same as in the preceding month. The large volume of construction work is reflected in the fact that in the first nine months of this year contracts were awarded for about 27 million square feet of floor space compared with 20 million a year ago. Residential construction accounted for more than half of this increase, being 19 million square feet this year compared with 15 million in 1953. Non-residential building totaled 8 million square feet in the first three quarters against 5 million last year.

Report of Progress

(Continued from page 5)

ticularly our law makers, think they

mean" that will determine our future economic progress, the Association will need the wholehearted cooperation of its members, when requested, to assure the full measure of success required to keep Connecticut ahead in the competitive race with other states now offering all manner of inducements to our present industries as well as prospective new industries.

Judging from the rapid acquisition of new members during the past three months, it is my belief that the Association membership will obtain a net increase of at least 200 members during the next two years, thus reaching an all time high of 1,500 members sometime in 1956 during the second term of my immediate successor in office.

The growth of insurance programs, the introduction of the public relations program, the expansion in staff from sixteen to eighteen persons, the growth in membership and the other advances made during my two years in office, have been due chiefly to the well laid policy foundation laid by my predecessors in office, by the expert guidance of our directors, officers and committees and by the day-in-and-day-out conscientious services of the Association's paid staff. It is my earnest hope and belief that my successor in office will enjoy a continuance of this same splendid cooperation which has made my task thoroughly enjoyable and relatively easy. As past president, I pledge to give to my successor that same full measure of support which I have received for the past two years.

Processing the Export Order

(Continued from page 15)

would be a certain figure per ton of 2000 lbs., weight or measurements (40 cu. ft.). In the case of shipments to areas in the British Commonwealth of Nations, ocean freight rates are per "long" ton of 2240 lbs. weight or measurements (40 cu. ft.). Mexico is one destination where ocean freight is charged on a weight basis only to meet competition of the railroads.

If ocean freight is charged on the cubic measurements instead of the weight of the goods, the customer overseas may request that the goods be supplied unfinished or knocked-down. This would be beneficial if the saving in freight should exceed the cost of finishing or assembling at destination. At the same time, the importer will take into consideration that a lower rate of duty is usually assessed on knocked-down or unfinished articles. Besides, if the country has import and exchange

restrictions, the buyer may obtain permits in preference to importers of finished products, since the assembling operations will provide local employment.

Goods that are subject to different freight rates should be packed in separate containers, as otherwise freight is liable to be charged on the entire container at the rate applicable to that part of the contents classified at the highest figure.

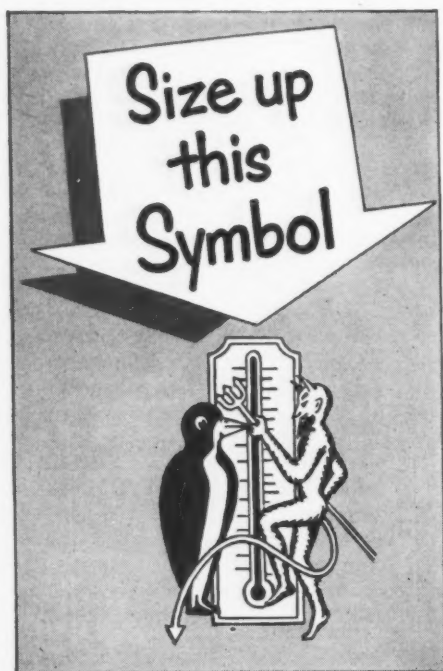
Custom Duties

Where customs duties are on an *ad valorem* basis, they are generally assessed on the invoice value of the goods. In some countries, however, duties are based on the appraised value or some other figure provided in the customs regulations. In markets where goods billed at list prices with the discounts deducted at the bottom of the invoice are charged duty on the list price rather than true net value, the importer may instruct the exporter to invoice each article at net prices after deduction of all applicable trade and

other discounts. The exporter will make sure that such special billing instructions are carried out without fail, in order to avoid the payment of extra import duties and a corresponding claim by the customer. Even if such a claim is paid, it would still not compensate the buyer for the trouble he has experienced due to the exporter's oversight in not carrying out instructions. Cuba, Mexico, Brazil and Greece are among the countries where individual items have to be billed at net prices.

Many export prices include the cost of export packing. Other exporters quote domestic prices and a separate figure for export packing. Indeed, if a product requires unusual and extensive packing, it may be good business to quote prices with or without the export packing charge. That will give the buyer an opportunity to consider whether to accept the export packing charge or to have his own foreign freight forwarder at the U.S. port of exit take care of the export packing.

In countries where goods are assessed duty on an *ad valorem* basis, the declared value is often considered as in-



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cluding the cost of packing. In Cuba and some of the British Dominions, for example, the cost of packing must be stated on the invoices.

In case different parts or ingredients of a finished product are subject to varying rates of duty, the highest rate of duty may be imposed on the entire shipment. However, that can usually be avoided, if upon instructions from the buyer the exporter shows on the invoice not only the consular declarations but also the tariff numbers and corresponding rates of duty.

Ocean Bill of Lading

Of all export shipping documents, the ocean bill of lading is the most important since it is in effect a receipt for the goods. At the same time the bill of lading is the transportation contract between the carrier and the shipper. A "to order" bill of lading is negotiable and serves to transfer title to the goods. There is also the straight bill of lading made out to the consignee which is not negotiable. The original bills of lading and other documents may be required for presentation under the terms of a letter of credit or for attaching to a documentary draft, that is sent for collection through the office of the Treasurer. He is aware of the importance of prompt handling because the documents must reach the consignee ahead of the shipment as otherwise customs house storage charges or fines are liable to be incurred. Generally one set of documents is sent with the original draft and another set with the duplicate. When applicable, a consular invoice or certificate of origin are included with the documents, as well as the marine insurance certificate if the insurance is for account of the importer overseas. If the documents are not needed to go with a draft, one negotiable copy of the bill of lading, along with a set of invoices and packing lists are usually air mailed by the foreign freight forwarder to the consignee to enable him to take delivery of the goods upon arrival and arrange for customs clearance. A separate set of documents is forwarded a few days later by air mail or on the steamer that is carrying the goods.

In conclusion, it can be seen that the efficient handling of the export order plays a vital part not only in retaining but increasing customer good-will. At the same time it greatly helps the foreign trader in his continuous efforts to expand export sales.

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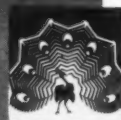
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EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Connecticut manufacturers desiring to list their products in this department should write the Editor for listing rates.

(Advertisement)

Accounting Forms		Aluminum—Sheets & Coils		Batteries	
Baker-Goodyear Co The	New Haven	United Smelting & Aluminum Co Inc	New Haven	Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others)	New Haven
Accounting Machines		Ammunition		Winchester Repeating Arms Co Division of Olin Industries Inc (flashlight, hearing aid and others)	New Haven
Underwood Corporation	Bridgeport	Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	Bearings	
Adding Machines		Winchester Repeating Arms Company Division	New Haven	Fafnir Bearing Co (ball)	New Britain
Underwood Corporation	Bridgeport	Anodizing		Marlin-Rockwell Corporation	Plainville
Advertising Mats		Conn Metal Finishing Co	Hamden	New Departure Div of General Motors (ball)	Bristol
Lockwood Sons Inc Wm H	Hartford	Anodizing Equipment		Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Advertising Plates		Conn Metalcraft Inc	New Haven	Belhows	
Lockwood Sons Inc Wm H	Hartford	Artificial Leather		Bridgeport Thermostat Company Inc (metallic)	Bridgeport
Advertising Specialties		Permatex Fabrics Corp The	Jewett City	Belhows Assemblies	
H C Cook Co The 32 Beaver St	Ansonia	Asbestos		Bridgeport Thermostat Company Inc	Bridgeport
Halco Co	New Haven	Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	Belhows Shaft Seal Assemblies	
Air Compressors		Asbestos & Rubber Packing		Bridgeport Thermostat Company Inc	Bridgeport
Spencer Turbine Co The	Hartford	Colt's Manufacturing Company	Hartford	Bells	
Air Conditioning		Asarcon Bronze		Bevin Brothers Mfg Co.	East Hampton
Norwalk Airconditioning Corp The (forced air heating units oil fired)	South Norwalk	Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	Gong Bell Co The	East Hampton
Air Impellers		Assemblies—Small		N N Hill Brass Co The	East Hampton
The Torrington Manufacturing Co	Torrington	Barnes Co The Wallace Div Associated Spring Corp	Bristol	Belt Fasteners	
Aircraft		Greist Manufacturing Co The	New Haven	Saling Manufacturing Company (patented self-aligning)	Unionville
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Humason Mfg Co The	Forestville	Belting	
Aircraft Accessories		J H Sessions & Son	Bristol	Hartford Belting Co	Hartford
Chandler Evans Div Niles-Bement-Pond Co (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Auto Cable Housing		Russell Mfg Co The	Middletown
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servicing systems)	Windsor Locks	Wiremold Company The	Hartford	Thames Belting Co The	Norwich
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	Automatic Control Instruments		Bends—Pipe or Tube	
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems)	Stratford	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	National Pipe Bending Co The	160 River St New Haven
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	Automobile Accessories		Bicycle Coaster Brakes	
Aircraft Instruments		Kilbourn-Sauer Company (lights and other accessories)	Fairfield	New Departure Div General Motors Corp	Bristol
Gorn Electric Company Inc	Stamford	Automotive Bodies		Bicycle Sundries	
Aircraft—Repair & Overhaul		Metropolitan Body Company	Bridgeport	New Departure Div General Motors Corp	Bristol
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Automotive Parts		Binders Board	
Aircraft Test Equipment		Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown	Colonial Board Company	Manchester
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	Bridgeport	Biological Products	
Air Ducts		Automotive & Service Station Equipment		Ernst Bischoff Company Inc	Ivoryton
Wiremold Co The (Retractable)	Hartford	Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Blackening Salts for Metals	
Air Heaters—Direct Fired		Automotive Tools		Enthone Inc	New Haven
Peabody Engineering Corporation	Stamford	Eis Manufacturing Company	Middletown	Mitchell-Bradford Chemical Co	Bridgeport
Aluminum Bronze Castings		Bags—Paper		Blades	
Knapp Foundry Company Inc	Guilford	American Paper Goods Company The	Kensington	Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Aluminum Castings		Bakelite Moldings		Blankets—Automatic	
Consolidated Industries Inc	West Cheshire	Watertown Mfg Co The	Watertown	General Electric Company	Bridgeport
Eastern Malleable Iron Company The	Naugatuck Avenue	Balls		Blocks	
Newton-New Haven Co 688 Third	West Haven	Abbott Ball Co The (steel bearing and burnishing)	Hartford	Howard Company (cupola fire clay)	New Haven
Charles Parker Company The	Meriden	Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford	Blower Fans	
Stamford Casting Company Inc (Aluminum, Magnesium and Bronze)	Stamford	Kilian Steel Ball Corp The	Hartford	Colonial Blower Company	Plainville
Aluminum Forgings		Banbury Mixers		Spencer Turbine Co The	Hartford
Consolidated Industries Inc	West Cheshire	Farrel-Birmingham Company Inc	Ansonia	Blower Systems	
Scovill Manufacturing Company	Waterbury 91	Barrels		Colonial Blower Company	Plainville
Aluminum Ingots		Abbott Ball Co The (burnishing and tumbling)	Hartford	Ripley Co	Middletown
Lapides Metals Corp	New Haven	Hartford-Steel Ball Co The (tumbling)	Hartford	Blueprints and Photostats	
Aluminum Lests		Barrels—Tumbling		Joseph Merritt & Co	Hartford
United States Rubber Company Shoe Division	Hardware Waterbury	Conn Metalcraft Inc	New Haven	Boilers	
Aluminum Paint		Baskets—Wire		Bigelow Co The	New Haven
Baer Brothers	Stamford	Rolock Inc	Fairfield	Bolts and Nuts	
Aluminum Paste		Bathroom Accessories		Blake & Johnson Co The (nuts machine screw-bolts, stove)	Waterville
Baer Brothers	Stamford	Autoyre Company The	Oakville	Clark Brothers Bolt Co	Milldale
		Charles Parker Co The	Meriden	Bonderizing	
				Clairglow Mfg Company	Portland (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Bottle Openers		Brass Mill Products		Cages	
Scoville Mfg Co (steel, anodized aluminum)	Waterbury	American Brass Company The	Waterbury	Andrew B Hendryx Co The (bird and animal)	New Haven
Box Board		Brick-Building		Cams	
Lydall & Foulds Paper Co The	Manchester	Bridgeport Brass Co	Bridgeport	American Cam Company Inc	Hartford
National Folding Box Co Inc	New Haven	Chase Brass & Copper Co	Waterbury	Hartford Special Machinery Co The	Hartford
Robertson Paper Box Co	Montville	Plume & Atwood Mfg Co The	Thomaston	Rowbottom Machine Company Inc	Waterbury
Gair Company Inc Robert	Montville	Scovill Manufacturing Company	Waterbury 91	Canvas Products	
New Haven Board and Carton Co The	New Haven	Western Brass Mills Division of	Olin Industries Inc	F B Skiff Inc	Hartford
Boxes		Bricks—Fire		Capacitors	
Claireglow Mfg Company (metal)	Portland	Donnelly Brick Co The	New Britain	Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic
Connecticut Container Corporation	New Haven	Howard Company	New Haven	Card Clothing	
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland	Mullite Refractories Co The	Shelton	Standard Card Clothing Co The (for textile mills)	Stafford Springs
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham	Bright Wire Goods		Carpenter's Tools	
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport	Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and New Haven		Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Vices)	New Haven
Boxes and Crates		Broaching		Carpet	
City Lumber Co of Bridgeport Inc The	Bridgeport	Hartford Special Machinery Co The	Hartford	B F Goodrich Sponge Products Division	Shelton
Wallingford Planing Mill Co Inc	Yalesville	Bronze & Aluminum Castings		Carpet Cushion	
Boxes—Metal		Knapp Foundry Company Inc (rough or machined)	Guilford	B F Goodrich Sponge Products Division	Shelton
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham	Bronze Powders		Carpets and Rugs	
Boxes—Paper—Folding		Baer Brothers	Stamford	Illeglow-Sanford Carpet Co	Thompsonville
Atlantic Carton Corp	Norwich	Brooms—Brushes		Casters	
Bridgeport Paper Box Co	Bridgeport	Fuller Brush Co The	Hartford	Bassick Company The (Industrial and General)	Bridgeport
Carpenter-Hayes Paper Box Co Inc The	East Hampton	Buckles		Casters—Industrial	
Curtis & Sons Inc S	Sandy Hook	B Schwanda & Sons	Staffordville	George P Clark Co	Windsor Locks
Dowd Carton Co M S	Groton	G E Prentice Mfg Co The	Kensington	Castings	
Folding Cartons Incorporated (paper, folding)	Versailles	Hawie Mfg Co The	Bridgeport	Connecticut Foundry Co (grey iron)	Rocky Hill
Gair Company Inc Robert	Montville	John M Russell Mfg Co Inc.	Naugatuck	Connecticut Malleable Castings Co (malleable iron castings)	New Haven
H J Mills Inc	Bristol	North & Judd Manufacturing Co	New Britain	Consolidated Industries Inc	West Cheshire
National Folding Box Co Inc (paper folding)	New Haven	Patent Button Co The	Waterbury	Charles Parker Company The (grey iron, brass, bronze, aluminum)	Meriden
New Haven Board and Carton Co The	New Haven	United States Rubber Company	Shoe Hardware Division	Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck
Robertson Paper Box Co	Montville	Buffing & Polishing Compositions		Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel)	Ansonia
Warner Bros Co The	Bridgeport	Apothecaries Hall Co	Waterbury	Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stocks)	New London
Boxes—Paper—Setup		Lea Mfg Co	Waterbury	Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
Box Shop Inc The	New Haven	Buffing Wheels		Malleable Iron Fittings Co (malleable iron and steel)	Brantford
Bridgeport Paper Box Co	Bridgeport	Williamsville Buff Div The	Bullard Clark Danielson	McLagon Foundry Co (grey iron)	New Haven
Heminway Corporation The	Waterbury	Burners		Meyer Iron and Brass Foundry Inc (grey iron)	Shelton
H J Mills Inc	Bristol	Plume & Atwood Mfg Co The (kerosene oil lighting)	Waterbury	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Strouse Adler Company The	New Haven	Burners—Automatic		Philbrick-Booth & Spencer Inc (grey iron)	Hartford
Warner Bros Co The	Bridgeport	Peabody Engineering Corporation	Stamford	Producto Machine Company The	Bridgeport
Brake Cables		Burners—Coal and Oil		Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Eis Manufacturing Co	Middletown	Peabody Engineering Corporation (Combined)	Stamford	Stamford Casting Company Inc (Aluminum, Magnesium and Bronze)	Stamford
Brake Linings		Burners—Gas		Turner & Seymour Mfg Co The (gray iron, semi steel and alloy)	Torrington
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport	Peabody Engineering Corporation (Blast Furnace)	Stamford	Union Mfg Co (grey iron & semi steel)	New Britain
Russell Mfg Co The	Middletown	Burners—Gas and Oil		Waterbury Foundry Company The (highway & sash weights)	Waterbury
Brake Service Parts		Peabody Engineering Corporation (Combined)	Stamford	Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
Eis Manufacturing Co	Middletown	Burners—Refinery		Castings—Investment	
Brass & Bronze		Peabody Engineering Corporation (For Gas and Oil)	Stamford	Arwood Precision Casting Corp	Groton
American Brass Co The (sheet, wire, rods, tubes)	Waterbury	Burnishing		Castings—Permanent Mould	
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Albott Ball Co The (Burnishing Barrells and Burnishing Media)	Hartford	Charles Parker Company The	Meriden
Bristol Brass Corp The (sheet, wire, rods)	Bristol	Burs		Cements—Refractory	
Chase Brass & Copper Co	Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Mullite Refractory Co The	Shelton
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden	Busways		Chain	
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston	Distribution Assemblies Department, General Electric Co	Plainville	John M. Russell Mfg Co Inc	Naugatuck
Scovill Manufacturing Company	Waterbury 91	Buttons		Turner & Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington
Tinsheet Metals Co The (sheets and rolls)	Waterbury	B Schwanda & Sons	Staffordville	Chain—Power Transmission and Conveying	
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven	Frank Parizek Manufacturing Co The	Putnam	Whitney Chain Company	Hartford
Brass & Bronze Ingot Metal		Patent Button Co The	Waterbury	Chain—Welded and Weldless	
Plume & Atwood Mfg Co The	Thomaston	Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91	Round Chain Div. Republic Steel Corp.	Bridgeport
Whipple and Choate Company The	Bridgeport	Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury	Chain—Bead	
Brass, Bronze, Aluminum Castings		Cabinets		Auto-Swage Products Inc	Shelton
Charles Parker Company The	Meriden	Charles Parker Co The (medicine)	Meriden	Bead Chain Mfg Co The	Bridgeport
Stamford Casting Company Inc	Stamford	Cabinet Work		Chairs	
Victors Brass Foundry Inc	Guilford	Hartford Builders Finish Co	Hartford	The Hitchcock Chair Company	Riverton (Advt.)
Brass Goods		Cable—Asbestos Insulated			
American Brass Company The	Waterbury	Rockbestos Products Corp	New Haven		
Plume & Atwood Mfg Co The (to order)	Waterbury	Cable—BX Armored			
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford	General Electric Company	Bridgeport		
Scovill Manufacturing Company (to order)	Waterbury 91	Cable—Nonmetallic Sheathed			
Western Brass Mills Division of Olin Industries Inc	New Haven	General Electric Company	Bridgeport		

I T ' S M A D E I N C O N N E C T I C U T

Chemical Manufacturing		Concrete Products		Cotton Yarn	
Carwin Company The	North Haven	Plastricrete Corp	Hamden	Floyd Cranska Co The	Moosup
Chemicals		Cones		Counting Devices	
American Cyanamid Company	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Veeder-Root Inc	Hartford
Apothecaries Hall Co	Waterbury	Consulting Engineers		Couplings—Self-Sealing	
Carwin Company The	North Haven	Stanley P Rockwell Co Inc The (Consulting)	Hartford	Sperry Products Inc	Danbury
Macalaster Bicknell Company	New Haven	Continuous Mill Gages		Cranes and Conveyors	
MacDermid Incorporated	Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	I-B Engineering Sales Co	New Haven
Naugatuck Chemical Division	United States	Contract Machining		Crushers	
Rubber Co	Naugatuck	Malleable Iron Fittings Company	Branford	Farrel-Birmingham Company Inc (Stone and Ore)	(Stone and Ansonia)
New England Line Company	Canaan	Contract Manufacturers		Cups—Paper	
Pfizer & Co Inc Chas	Groton	Greist Mfg Co The (metal parts and assemblies)	New Haven	American Paper Goods Company The ("Puritan")	Kensington
Chemicals—Agriculture		Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	Cushioning for Packaging	
Naugatuck Chemical Division	United States	Plume & Atwood Mfg Co The (metal parts & assemblies)	Waterbury	B F Goodrich Sponge Products Division	Shelton
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	Scovill Manufacturing Company (metal parts and assemblies)	Waterbury 91	Gilman Brothers Co The	Gilman
Chemicals—Aromatic		J H Sessions & Son	Bristol	Cut Stone	
Naugatuck Chemical Division	United States	Controllers		Dextone Co The	New Haven
Rubber Co	Naugatuck	Bristol Company The	Waterbury	Cutters	
Christmas Light Clips		Manning Maxwell & Moore Inc	Stratford	Barnes Tool Company The (pipe cutters, hand)	New Haven
Foursome Manufacturing Co	Bristol	Controls—Remote		Mitrametric Co The (ground pinion)	Torrington
Chromium Plating		Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co (Milling Cutters all types)	West Hartford
Chromium Corp of America	Waterbury	Conveyor Systems		Decorative Plating and Polishing	
Chromium Process Company The	Shelton	Leeds Electric & Mfg Co The	East Haven	City Plating Works Inc	Bridgeport
City Plating Works Inc	Bridgeport	Production Equipment Co	Meriden	Deep Drawings	
Chucks		Copper		Stanley Pressed Metal	New Britain
Cushman Chuck Co The	Hartford	American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	Delayed Action Mechanism	
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	M H Rhodes Inc	Hartford
Jacobs Manufacturing Co The	West Hartford	Bristol Brass Corp The (steel)	Bristol	R W Cramer Company Inc The	Centerbrook
Union Manufacturing Company	New Britain	Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	Demineralizers	
Chucks—Drill		Thinsheet Metals Co The (sheets and rolls)	Waterbury	Crystal Research Laboratories	Hartford
Jacobs Manufacturing Co The	West Hartford	Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven	Diamonds—Industrial	
Chucks & Face Plate Jaws		Copper Castings		Diamond Tool and Die Works	Hartford
Union Mfg Co	New Britain	Knapp Foundry Company Inc	Guilford	Dictating Machines	
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Copper Sheets		Dictaphone Corporation	Bridgeport
Chucks—Power Operated		American Brass Company The	Waterbury	Gray Manufacturing Company The	Hartford
Cushman Chuck Co The	Hartford	New Haven Copper Co The	Seymour	Soundscriber Corporation The	New Haven
Union Manufacturing Company	New Britain	Copper Shingles		Die Castings	
Circuit Breakers		New Haven Copper Co The	Seymour	Newton-New Haven Co Inc	New Haven
Trumbull Components Department, General Electric Co	Plainville	Copper Water Tube		Die Casting Dies	
Clay		American Brass Company The	Waterbury	ABA Tool & Die Co	Manchester
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Bridgeport Brass Co	Bridgeport	Parker Stamp Works Co The	Hartford
Cleaning Compounds		Cords—Asbestos		Weimann Bros Mfg Co The	Derby
Enthone Inc (Industrial)	New Haven	General Electric Company	Bridgeport	Eastern Machine Screw Corp The	Truman & New Haven
Cleansing Compounds		Cords—Braided		Barclay Sts	New Haven
MacDermid Incorporated	Waterbury	General Electric Company	Bridgeport	Die Heads—Self Opening	
Clock Mechanisms		Cords—Heater		Eastern Machine Screw Corp The	New Haven
Lux Clock Mfg Co The	Waterbury	General Electric Company	Bridgeport	Die Polishing Machinery	
Clocks		Cords—Portable		Hartford Special Machinery Co The	Hartford
E Ingraham Co The	Bristol	General Electric Company	Bridgeport	Die Sets	
Seth Thomas Clocks	Thomaston	Seeger-Williams Inc	Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co (Precision)	West Hartford
United States Time Corporation The	Waterbury	Cord Sets		Producto Machine Company The	Bridgeport
Clocks—Alarm		Cord Sets—Electric		Union Mfg Co (precision, steel and semi-steel)	New Britain
Lux Clock Mfg Co The	Waterbury	General Electric Company	Bridgeport	Dies	
Clocks—Automatic Cooking		Cork Cots		Hoggson & Pettis Mfg Co The 141 Brewery St	New Haven
Lux Clock Mfg Co The	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Mitrametric Co The (ground for gears)	Torrington
Clutches		Corrugated Box Manufacturers		Parker Stamp Works Inc The (plastics and die castings)	Hartford
Snow-Nabstedt Gear Corp The	New Haven	Connecticut Container Corporation	New Haven	Pratt & Whitney Div Niles-Bement-Pond Co (Monocone and Ducone Dies)	West Hartford
Clutch Facings		Corrugated Shipping Cases		Die Sinkers	
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport and Middletown	Connecticut Container Corporation	New Haven	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Russell Mfg Co The	Middletown	Connecticut Corrugated Box Div Robert Gair Co Inc	Portland	Dies and Die Sinking	
Coils		D L & D Container Corp 87 Shelton Ave	New Haven	Consolidated Industries	West Cheshire
Dano Electric Company	Winsted	Cosmetic Containers		Dish Drying Machines	
Coils—Electric		Evelet Specialty Co The	Waterbury	Colt's Manufacturing Company	Hartford
Bittermann Electric Company	Canaan	Plume & Atwood Mfg Co The (metal)	Waterbury	Dish Washing Machines	
Coils—Pipe or Tube		J B Williams Co The	Glastonbury	Colt's Manufacturing Company	Hartford
National Pipe Bending Co The	160 River St New Haven	Cosmetics		Displays—Metal	
Whitlock Manufacturing Co The	Hartford	Cotton and Asbestos Wicking		Merriam Mfg Co (Contract Work to Individual Specifications)	Durham
Commercial Heat Treating		Bland Burner Co The	Hartford	Distribution Centers	
A F Holden Company The	52 Richard St West Haven	Cosmetic Containers		Distribution Assemblies Department, General Electric Co	Plainville (Advt.)
Commercial Truck Bodies		Cotton and Asbestos Wicking			
Metropolitan Body Company	Bridgeport	Cosmetics			
Comparators		Cotton and Asbestos Wicking			
Pratt & Whitney Div Niles-Bement-Pond Co (Electro-limit and Air-O-Limit)	West Hartford	Cosmetics			
Compressors		Cotton and Asbestos Wicking			
Norwalk Company Inc (high pressure air and gas)	South Norwalk	Cosmetics			

I T ' S M A D E I N C O N N E C T I C U T

Door Closers		Electric Timers		Envelopes—Stock and Special	
P & F Corbin Division The	American Hard-	Sessions Clock Co The	Forestville	American Paper Goods Company The	Kensington
ware Corp	New Britain				
Sargent & Company	New Haven	Electric Timing Motors		Extractors—Tap	
Yale & Towne Mfg Co The	Stamford	Sessions Clock Co The (small)	Forestville	Walton Company The	West Hartford
Dowel Pins		Electric Wire		Eyelets	
Allen Manufacturing Co The	Hartford	General Electric Company	Bridgeport	American Brass Company The	Waterbury
Holo-Krome Screw Corp The	West Hartford	Rockbestos Products Corp (asbestos insulated)	New Haven	Platt Bros & Co The P O Box 1030	Waterbury
				Plume & Atwood Mfg Co The	Waterbury
				Scovill Manufacturing Company	Waterbury 91
Drafting Accessories		Electric Wiring Devices		Eyelts, Ferrules and Wiring Terminals	
Joseph Merritt & Co	Hartford	Arrow-Hart & Hegeman Electric Co	The Hartford	American Brass Company The	Waterbury
		General Electric Company	Bridgeport		
Drilling Machines		Electrical Circuit Breakers		Eyelt Machine Products	
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Federal Electric Products Co Inc	Hartford	American Brass Company The	Waterbury
(Deep Hole)				Rall & Socket Mfg Co The	West Cheshire
				Plume & Atwood Mfg Co	Waterbury
Drilling and Tapping Machinery		Electrical Conduit Fittings & Grounding Specialties		Fancy Dress Buttons and Buckles	
Hartford Special Machinery Co The	Hartford	Gillette-Vibber Company The	New London	Waterbury Companies Inc	Waterbury
Drop Forgings		Electrical Control Apparatus		Fans—Electric	
Atwater Mfg Co	Plantsville	Federal Electric Products Co Inc	Hartford	General Electric Company	Bridgeport
Blakeslee Forging Company The	Plantsville	Plainville Electrical Products Co The	Plainville		
Capewell Mfg Company	Hartford			Fasteners—Slide & Snap	
Consolidated Industries	West Cheshire			G E Prentice Mfg Co The	Kensington
Wilcox Crittenden & Co Inc	Middletown			Scovill Manufacturing Company (snap and slide fasteners)	Waterbury 91
Druggists' Rubber Sundries		Electrical Goods		Felt	
Seamless Rubber Company The	New Haven	A C Gilbert Co	New Haven	Auburn Manufacturing Company The (mechanical, cut parts)	Middletown
				Drycor Felt Company (paper makers and industrial)	Staffordville
Duplicating Machines—Automatic		Electrical Motors		Felt—All Purpose	
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	U S Electrical Motors Inc	Milford	American Felt Co (Mill & Cutting Plant)	Glenville
				Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
Electric Cables		Electrical Outlet and Switch Boxes, and Covers		Fenders—Boat	
Rockbestos Products Corp (asbestos insulated)	New Haven	General Electric Company	Bridgeport	B F Goodrich Sponge Products Division	Shelton
Electric Clocks		Electrical Recorders		Fibre Board	
Sessions Clock Co The (alarm, kitchen, occasional and office)	Forestville	Bristol Co The	Waterbury	Case Brothers Inc	Manchester
				C H Norton Co The	North Westchester
Electric—Commutators & Segments		Electrical Relays and Controls		Stevens Paper Mills Inc The	Windsor
Cameron Elec Mfg Co The (rewinding motors)	Ansonia	Allied Control Co	Plantsville		
				Finger Nail Clippers	
Electric Cord Springs		Electrical Switchboards		H C Cook Co The	32 Beaver St Ansonia
Bristol Spring Manufacturing Co	Plainville	Plainville Electrical Products Co The	Plainville		
				File Cards	
Electric Cords		Electrical Wiring Systems		Standard Card Clothing Co The	Stafford Springs
General Electric Company	Bridgeport	Wiremold Co The	Hartford		
Rockbestos Products Corp (asbestos insulated)	New Haven			Films	
		Electronics		Cine-Video Productions Inc	Milford
Electric Fixture Wire		Gray Manufacturing Company The	Hartford		
General Electric Company	Bridgeport	Ripley Co	Middletown	Firearms	
Rockbestos Products Corp (asbestos insulated)	New Haven	Sturup Larrabee & Warmers Inc	Middletown	Colt's Manufacturing Company	Hartford
				Marlin Firearms Co The	New Haven
Electric Hand Irons		Electroplating		O F Mosberg & Sons Inc	New Haven
Winsted Hardware Mfg Co (trade mark "Durabilt")	Winsted	National Sherardizing & Machine Co	Hartford	Remington Arms Company Inc	Bridgeport
		Waterbury Plating Company	Waterbury	Winchester Repeating Arms Company Division	New Haven
Electric Heating Elements		Electroplating—Equipment & Supplies		Olin Industries Inc	New Haven
Hartford Element Co	Hartford	Enthone Inc	New Haven		
		Lea Manufacturing Co The	Waterbury	Fire Hose	
Electric Insulation		MacDermid Incorporated	Waterbury	Fabrics Fire Hose (municipal and industrial)	Sandy Hook
Case Brothers Inc	Manchester				
Stevens Paper Mills Inc The	Windsor	Electroplating Processes & Supplies		Fireplace Goods	
		Enthone Inc	New Haven	American Windshield & Specialty Co The	Milford
Electric Lighting Fixtures		United Chromium Incorporated	Waterbury	881 Boston Post Road	New Haven
Fan-Craft Mfg Co (residential, church, post lanterns)	Plainville			John P Smith Co The (screens)	423-33 Chapel St
Plume & Atwood Mfg Co The	Waterbury	Electrotypes			
Wasley Products Inc	Plainville	Barnum-Hayward Electrotype Co Inc	New Haven	Fireproof Floor Joists	
		Lockwood Sons Inc Wm H	Hartford	Dextone Co The	New Haven
		New Haven Electrotype Div	Electrographic Corp		
Electric Motor Controls				Fireworks	
Arrow-Hart & Hegeman Electric Co The	Hartford	Elevators		M Backes' Sons Inc	Wallingford
		Eastern Machinery Co The (passenger and freight)	New Haven		
Electrical Outlet and Switch Boxes, and Covers		General Elevator Service Co	Hartford	Fishing Tackle	
General Electric Company	Bridgeport	Enameling and Finishing		Bevin-Wilcox Line Co The (lines)	East Hampton
		Conn Metal Finishing Co	Hamden	H C Cook Co The 32 Beaver St	Ansonia
Electric Panel Boards		Waterbury Plating Company	Waterbury		
Federal Electric Products Co Inc	Hartford			Flashlights	
		Claireglow Mfg Co	Portland	Bond Electric Corporation Division of Olin Industries Inc	New Haven
Electric Safety Switches		Enamels		Bridgeport Metal Goods Mfg Co	Bridgeport
Federal Electric Products Co Inc	Hartford	Baer Brothers	Stamford	Winchester Repeating Arms Company Division	New Haven
				Olin Industries Inc	New Haven
Electric Shavers		End Milling Cutters		Flat Springs	
Schick Incorporated	Stamford	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Bristol Spring Manufacturing Co	Plainville
Electric Signs		Engines		Flexible Shaft Machines	
Berger Sign Co	Hartford	Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
United Advertising Corp	New Haven	Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	(Advt.)	
Electric Switches		Envelopes			
Arrow-Hart & Hegeman Electric Co The	Hartford	Curtis 1000 Inc	Hartford		
General Electric Company	Bridgeport	United States Envelope Company	Hartford		
		Hartford Division			
Electric Time Controls					
R W Cramer Company Inc The	Centerbrook				

I T ' S M A D E I N C O N N E C T I C U T

- Floor & Ceiling Plates**
Beaton & Cadwell Mfg Co The New Britain
- Fluorescent Lighting Equipment**
Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford
- Foam Rubber**
B F Goodrich Sponge Products Division Shelton
- Forgings**
Clark Brothers Bolt Co Milldale
Consolidated Industries Inc West Cheshire
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91
- Foundries**
Connecticut Malleable Castings Co (malleable iron castings) New Haven
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
Charles Parker Company The (iron, brass, bronze, aluminum) Meriden
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Producto Machine Company The Bridgeport
Stamford Casting Company Inc (Aluminum, Magnesium and Bronze) Stamford
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington
Union Mfg Co (gray iron & semi steel) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown
- Fountain Pens and Mechanical Pencils**
Waterman Pen Company Inc Seymour
- Foundry Riddles**
John P Smith Co The 423-33 Chancel St New Haven
- Fuel Oil Pump and Heater Sets**
Peabody Engineering Corporation Stamford
- Furnaces**
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk
- Furnace Linings**
Mullite Refractories Co The (refractories, super refractories) Shelton
- Fuses—Plug and Cartridge**
General Electric Company Bridgeport
- Gage Blocks**
Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA) West Hartford
- Galvanizing**
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown
- Galvanizing & Electrical Plating**
Gillette-Vibber Co The New London
- Gaskets**
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport
Tsingria Die Cutting Corp (from all materials) Waterbury
- Gas Range Conversion Burner**
Holyoke Heater Corp of Conn Inc Hartford
- Gas Scrubbers, Coolers and Absorbers**
Peabody Engineering Corporation Stamford
- Gauges**
Bristol Co The (pressure and vacuum—recording automatic control) Waterbury
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement all types) West Hartford
- Gears**
Mitrametric Co The (blanked fine pitch) Torrington
- Gears and Gear Cutting**
Farrel-Birmingham Company Inc Ansonia
Hartford Special Machinery Co The Hartford
- Glass Blowing**
Macalaster Bicknell Company New Haven
- Glass Cutters**
Fletcher-Terry Co The Forestville
- Golf Equipment**
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol
- Greeting Cards**
A D Steinbach & Sons Inc New Haven
- Grinding**
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia
Hartford Special Machinery Co The (gears, threads cams and splines) Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport
- Grinding Heads—Internal**
Pratt & Whitney Div Niles-Bement-Pond Co (Pneumatic, High Speed) West Hartford
- Grinding Machines**
Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Div Niles-Bement-Pond Co (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury
- Grommets**
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury
- Guards for Machinery**
Wheeler Co The G E New Haven
- Hack and Band Saw Blades**
Capewell Manufacturing Co The Hartford
- Hand Tools**
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
- Hard Chrome**
City Plating Works Inc Bridgeport
- Hardness Testers**
Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport
- Hardware**
Rassick Company The (Automotive) Bridgeport
Harloc Products Corp New Haven
P & F Corbin Division The American Hardware Corp (builders) New Britain
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Mfg Co The Stamford
- Hardware—Marine & Bus**
Rostand Mfg Co The Milford
- Hardware—Trailer Cabinet**
Excelsior Hardware Co The Stamford
- Hardware, Trunk & Luggage**
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Mfg Co The Stamford
- Hat Machinery**
Doran Bros Inc Danbury
- Health Surgical & Orthopedic Supports**
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven
- Heat Exchangers**
Whitlock Manufacturing Co The Hartford
- Heat Elements**
Safeway Heat Elements Inc (woven wire resistance type) Middletown
- Heat Treating**
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The 1045 New Britain Ave Elmwood
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford
- Heat-Treating Equipment**
Autoyre Company The Oakville
Bernes Co The Wallace Div Associated Spring Corp Bristol
A F Holden Company The 52 Richard Street West Haven (Main Plant)
Bauer & Company Inc Hartford
Rolock Inc (Retorts, Muffles, etc.) Fairfield
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford
- Heat Treating Fixtures**
Rolock Inc (Trays, Baskets, etc.) Fairfield
Wiretex Mfg Co Inc Bridgeport
- Heat Treating Salts and Compounds**
A F Holden Company The 52 Richard Street West Haven
Mitchell-Bradford Chemical Co Bridgeport
- Heating and Cooling Coils**
G & O Manufacturing Co New Haven
- Heating Elements**
Hartford Element Co Hartford
- Heavy Chemicals**
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck
- Hex-Socket Screws**
Bristol Company The Waterbury
Holo-Krome Screw Corp The West Hartford
- Highway Guard Rail Hardware**
Malleable Iron Fittings Co Branford
- Hinges**
Homer D Bronson Company Beacon Falls
- Hobs and Hobblings**
ABA Tool & Die Co Manchester
Pratt & Whitney Div Niles-Bement-Pond Co (Die and Thread Milling) West Hartford
- Holsts**
J-B Engineering Sales Co New Haven
- Holsts and Trolleys**
Union Mfg Company New Britain
- Home Laundry Equipment**
General Electric Company Bridgeport
- Hose—Flexible Metallic**
American Brass Co Waterbury
American Metal Hose Branch Waterbury
- Hose Supporter Trimmings**
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport
- Hospital Signal Systems**
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden
- Hydraulic Brake Fluids**
Eis Manufacturing Co Middletown
- Hydraulic Controls**
Sperry Products Inc Danbury
- Hypodermic Needles**
Roehr Products Company Waterbury
- Ice Buckets**
B F Goodrich Sponge Products Division Shelton
- Inductors**
C G S Laboratories Inc Stamford
- Industrial Finishes**
Atlas Powder Co Zapon Div Stamford
Chemical Coatings Corporation Rocky Hill
United Chromium Incorporated Waterbury
- Industrial Tools—Powder Actuated**
Remington Arms Company Inc Bridgeport
- Infra-Red Equipment**
Leeds Electric and Mfg Co The Hartford
- Inks**
Waterman Pen Company Inc Seymour
- Insecticides**
American Cyanamid Company Waterbury
- Insecticide Bomb**
Bridgeport Brass Company (Aer*a*sol) Bridgeport
- Insulated Wire & Cable**
General Electric Company Bridgeport
Kerite Company The Seymour
- Insulated Wire & Cable Machinery**
Davis Electric Company Wallingford
- Instruments**
Bristol Company The Waterbury
J-P-T Instruments Inc (Electrical and Temperature) New Haven
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measuring) West Hartford
- Insulation**
Gilman Brothers Co The Gilman (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Inter-Communications Equipment
Conn Telephone & Electric Corp Subsidiary of
Great American Industries Inc Meriden

Interval Timers
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford

Ironing Machines—Electric
General Electric Company Bridgeport

Jacquard
Case Brothers Inc Manchester

Japanning
J H Sessions & Son Bristol

Jig Borer
Moore Special Tool Co (Moore) Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Jig Grinder
Moore Special Tool Co (Moore) Bridgeport

Keller Machines
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Key Blanks
Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Labels
J & J Cash Inc (Woven) South Norwalk
Naugatuck Chemical Division United States
Rubber Co (for rubber articles) Naugatuck

Label Moisteners
Better Packages Inc Shelton

Laboratory Equipment
Eastern Industries Inc New Haven

Laboratory Supplies
Macalaster Bicknell Company New Haven

Laces
American Fabrics Company The Bridgeport
Wilcox Lace Corporation The Middletown

Laces and Nettings
Wilcox Lace Corporation The Middletown

Lacquers & Synthetic Enamels
Atlas Powder Co Zapon Div Stamford
Baer Brothers Stamford
Chemical Coatings Corporation Rocky Hill
United Chromium Incorporated Waterbury

Ladders
A W Flint Co 196 Chapel St New Haven

Lamps
Plume & Atwood Mfg Co The (metal oil) Waterbury

Lampholders—Incandescent and Fluorescent
General Electric Company Bridgeport

Lamp Shades
Verplex Company The Essex

Lathes—Contin-U-Matic
Bullard Company The (vertical multi-spindle—continuous turning type) Bridgeport

Lathes—30H Man-Au-Trol
Bullard Company The (horizontal 3 spindle) Bridgeport

Lathes—Mult-Au-Matic
Bullard Company The (vertical multi-spindle—indexing type) Bridgeport

Lathes—Toolroom and Automatic
Pratt & Whitney Div Niles-Bement-Pond Co
West Hartford

Lathes—Vertical Turret
Bullard Company The (single spindle) Bridgeport

Laundry Roll Covers
Atlas Powder Co Zapon Div Stamford

Lead Plating
Christie Plating Co The Groton

Leather
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

Leather Dog Furnishings
Andrew B Hendryx Co The New Haven
The Smith-Worthington Saddlery Co Hartford

Leather Goods Trimmings
G E Prentice Mfg Co The Kensington

Leather, Mechanical
Auburn Manufacturing Company The (pack-
ings, cubs, washers, etc) Middletown

Letterheads
Lehman Brothers Inc (designers, engravers,
lithographers) New Haven

Lighting Accessories—Fluorescent
General Electric Company Bridgeport

Lighting Equipment
Fullerton Manufacturing Corp Norwalk
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

Lime
New England Lime Company Canaan

Lipstick Containers
Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Waterbury

Lithographers
O'Toole & Sons Inc T Stamford

Lithographing
Kellogg & Bulkeley A Division of Connecticut
Printers Inc Hartford
Lehman Brothers Inc New Haven
A D Steinbach & Sons New Haven

Locks—Banks
Yale & Towne Mfg Co The Stamford

Locks—Builders
Eagle Lock Co The Terryville
P & F Corbin Division The American Hard-
ware Corp New Britain
Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Locks—Cabinet
Eagle Lock Co The Terryville
Excelsior Hardware Co The Stamford
Yale & Towne Mfg Co The Stamford

Locks—Special Purpose
Eagle Lock Co The Terryville
Yale & Towne Mfg Co The Stamford

Locks—Suitcase
Eagle Lock Co The Terryville

Locks—Suit-Case and Trimmings
Excelsior Hardware Co The Stamford

Locks—Trunk
Eagle Lock Co The Terryville
Excelsior Hardware Co The Stamford
Yale & Towne Mfg Co The Stamford

Locks—Zipper
Excelsior Hardware Co The Stamford

Loom—Non-Metallic
Wiremold Company The Hartford

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc Bridgeport

Machetes
Collins Company The Collinsville

Machine Design
Black Rock Mfg Company The Bridgeport

Machine Tools
Bullard Company The Bridgeport
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford
Producto Machine Company The Bridgeport

Machine Work
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision
parts) Hartford
Hartford Special Machinery Co The (contract
work only) Hartford
National Sheradizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford

Machine Work
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision
parts) Hartford
Hartford Special Machinery Co The (contract
work only) Hartford
National Sheradizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford

Machine Work
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
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parts) Hartford
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Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision
parts) Hartford
Hartford Special Machinery Co The (contract
work only) Hartford
National Sheradizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford

Machine Work
Black Rock Mfg Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision
parts) Hartford
Hartford Special Machinery Co The (contract
work only) Hartford
National Sheradizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford

Machinery
Fenn Manufacturing Company The (special) Hartford
Globe Tapping Machine Company (dial type) Bridgeport
Hallden Machine Company The (mill) Thomaston
Torrington Manufacturing Co The (mill) Torrington

Machinery—Bolt and Nut
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery Dealers & Rebuilders
Botwinik Brothers New Haven
J L Lucas and Son Fairfield
State Machinery Co Inc New Haven

Machinery—Extruding
Standard Machinery Co The Mystic

Machinery—Metal-Working
Waterbury Farrel Foundry & Machine Co The Waterbury
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Machinery—Nut
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Drawing
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Straightening
Mettler Machine Tool Inc New Haven

Machines
Campbell Machine Div American Chain & Cable
Co Inc (cutting & nibbling) Bridgeport
Coulter & McKenzie Machine Co The (special,
new development engineering design and con-
struction) Bridgeport
Patent Button Company The Waterbury

Machines—Automatic
A H Nilson Mach Co The (Special) Bridgeport

Machines—Automatic Chucking
Bullard Company The Bridgeport
New Britain-Gridley Machine Division
The New Britain Machine Co (multiple
spindle and double end) New Britain
Pratt & Whitney Div Niles-Bement-Pond Co
(Potter & Johnson) West Hartford

Machines—Automatic Screw
New Britain-Gridley Machine Division
The New Britain Machine Co (single and
multiple spindle) New Britain

Machines—Automatic Shaft Turning
Bullard Company The (30H lathe—horizontal
3 spindle) Bridgeport

Machines—Brushing
Fuller Brush Co The Hartford

Machines—Contin-U-Matic
Bullard Company The (vertical multi-spindle—
continuous turning) Bridgeport

Machines—Draw Benches
Fenn Manufacturing Company The Hartford

Machines—Drill Spacing
Bullard Company The (Bullard spacer—used
in conjunction with radical drills) Bridgeport

Machines—Drop Hammers
Fenn Manufacturing Company The Hartford

Machines—Forming
A H Nilson Mach Co The (four-slide wire and
ribbon stock) Bridgeport

Machines—Mult-Au-Matic
Bullard Company The Bridgeport

Machines—Paper Ruling
John McAdams & Sons Inc Norwalk

Machines—Pipe & Bolt Threading
Capewell Mfg Co The Hartford
(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Machines—Precision Boring
New Britain-Gridley Machine Division
The New Britain Machine Co New Britain

Machines—Rolling
Fenn Manufacturing Company The Hartford

Machine—Slotting
Globe Tapping Machine Company The (High
Production Screw Head Slotting) Bridgeport
Waterbury Farrel Foundry & Machine Co The
(screw head) Waterbury

Machines—Special
Fuller Brush Co The Hartford

Machines—Swaging
Fenn Manufacturing Company The Hartford

Machines—Thread Rolling
Hartford Special Machinery Co The Hartford
Waterbury Farrel Foundry & Machine Co The
Waterbury

Machines—Turks Head
Fenn Manufacturing Company The Hartford

Machines—Well Drilling
Consolidated Industries West Cheshire

Machines—Wire Drawing
Fenn Manufacturing Company The Hartford

Magnesium Castings
Stamford Casting Company Stamford

Manicure Instruments
W E Bassett Company The Derby

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Marine Engines
Kilborn-Sauer Company (running lights and
searchlights) Fairfield
Lathrop Engine Co The Mystic

Marine Equipment
Russell Manufacturing Company The (utility
cord and accessory hardware) Middletown
Wilcox Crittenden & Co Inc Middletown

Marine Reserve Gears
Snow-Nabstedt Gear Corp The New Haven

Marking Devices
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel) Hartford

Mats—Newspaper
Lockwood Sons Inc Wm H Hartford

Mattresses
Waterbury Mattress Co Waterbury

Metal Boxes and Displays
Durham Manufacturing Company The Durham
Merriam Mfg Co (Bond, Security, Cash, Util-
ity, Personal Files, Drawer Safes, Custombuilt
containers and displays) Durham

Metal Cleaners
Apothecaries Hall Co Waterbury
Enthone Inc New Haven
MacDermid Incorporated Waterbury

Metal Cleaning Machines
Colt's Manufacturing Company Hartford

Metal Finishes
Enthone Inc New Haven
Mitchell-Bradford Chemical Co Bridgeport
United Chromium Incorporated Waterbury

Metal Finishing
National Sheradizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Metal Formings
Master Engineering Company West Cheshire
Stanley Pressed Metal New Britain

Metalizing
Conn Metal Finishing Co Hamden

Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Metal Products—Stampings
American Brass Company The Waterbury
Plume & Atwood Manufacturing Co

Metal Products—Stampings
J H Sessions & Son Waterbury
Scovill Manufacturing Company (Made-to-Or-
der) Waterbury 91
Stanley Pressed Metal New Britain

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Stampings
American Brass Company The Waterbury
Autoyre Co The (Small) Oakville
Bridgeport Chain & Mfg Co Bridgeport
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Humason Mfg Co The Forestville
J A Otterbein Company The (metal fabrica-
tions) Middletown

Meters—Gas
J. H. Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Waterbury
Saline Manufacturing Company Unionville
Stanley Pressed Metal New Britain
Swan Tool & Machine Co The Hartford
United States Rubber Company Shoe Hard-
ware Division Waterbury
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters—Parking
Sprague Meter Company Bridgeport

Microfilming
Rhodes Inc M H Hartford

Microscope—Measuring
American Microfilming Service Company
Lundeberg Engineering Company New Haven
Hartford

Milk Bottle Carriers
John P Smith Co The 423-33 Chancel St
New Haven

Millwork
Hartford Builders Finish Co Hartford

Milling Machines
Pratt & Whitney Div Niles-Bement-Pond Co
(Keller Tracer—Controlled Milling Machines)
Rowbottom Machine Company Inc (cam) West Hartford
Waterbury

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Miniature Precision Connectors
Gorn Electric Co Stamford

Minute Minders
Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury

Mixing Equipment
Eastern Industries Inc New Haven
Gabb Special Products Div. The E Horton &
Son Co Windsor Locks

Mops
Fuller Brush Co The Hartford

Motor Control Centers
Distribution Assemblies Department, General
Electric Co Plainville

Moulded Plastic Products
Butterfield Inc T F Naugatuck
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road
Watertown

Mouldings
Himmel Brothers Co The (architectural, metal
and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel)
114 Brewery St New Haven
Lundeberg Engineering Company (plastics)
Hartford

Napper Clothing
Parker Stamp Works Inc The (compression
injection & transfer for plastics) Hartford

Nettings
Standard Card Clothing Co The (for textile
mills) Stafford Springs

Newspaper Mats
Wilcox Lace Corp The Middletown

Nickel Anodes
Lockwood Sons Inc Wm H Hartford

Nickel Silver
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour

Nickel Silver
American Brass Company The Waterbury
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips,
rolls) Waterbury
Western Brass Mills Division of Olin Indus-
tries Inc (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
P & F Corbin Division The American Hard-
ware Corp New Britain
Sargent & Company New Haven
Yale & Towne Mfg Co Inc Stamford

Non-ferrous Metal Castings
Miller Company The Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
Kellogg & Bulkeley A Division of Connecticut
Printers Inc Hartford

Oil Burners
Malleable Iron Fittings Co (domestic) Branford
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or
Steam Atomizer) Stamford
Silent Glow Oil Burner Corp The
1477 Park St Hartford

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, under-
writers above and under ground) South Norwalk

Oils—Cutting
Whitlock Manufacturing Co The Hartford

Open Knife Switches and Accessories
Anderson Oil Co Inc F E Portland
Trumbull Components Department, General
Electric Co Plainville

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Otis Woven Awning Stripes
The Falls Company Norwich

Outlets—Electric
General Electric Company Bridgeport

Ovens—Electric
Bauer & Company Inc Hartford

Package Sealers
Better Packages Inc Shelton

Packaging
Local Industries Inc (merchandising displays
and packaging in wood) Lakeville

Packaging Machinery
Colt's Manufacturing Company (box making
machinery, Trade mark "Rite Size") Hartford

Packing
Auburn Manufacturing Company The (leather,
rubber, asbestos, fibre) Middletown
Raybestos Division of Raybestos-Manhattan
Inc (Asbestos and Rubber Sheet) Bridgeport

Pads—Office
The Baker Goodyear Company New Haven

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co The Milford
Yale & Towne Mfg Co Inc Stamford

Paints
Baer Brothers Stamford

Paints and Enamels
Staminate Corp The New Haven

Panta
Moore Special Tool Co (crush wheel dresser)
Bridgeport

Panelboards—Lighting and Distribution
Distribution Assemblies Department, General
Electric Co Plainville

Paperboard
Gair Company Inc Robert Montville
Robertson Paper Box Co Montville
New Haven Pulp and Board Co The New Haven

Paper Boxes
Atlantic Carton Corp (folding) Norwich
Gair Co Inc Robert (folding) Montville
National Folding Box Co Inc (folding) New Haven
New Haven Board and Carton Co The New Haven

Paper Boxes—Folding and Setup
Mills Inc H J Bristol
Robertson Paper Box Co (folding) Montville

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia
(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Paper Mill Machinery Farrel-Birmingham Company Inc	Ansonia	Plastic-Moulders Colt's Manufacturing Company	Hartford	Printing Machinery Banthin Engineering Co (Automatic)	Bridgeport
Paper Tubes and Cores Sonoco Products Co (Climax-Lowell) Div	Mystic	Conn Plastics	Waterbury	Thomas W Hall Company	Stamford
Parallel Tubes Sonoco Products Co (Climax-Lowell) Div	Mystic	General Electric Company	Meriden	Printing Plates Lockwood Sons Inc Wm H	Hartford
Parkerizing Clairglow Mfg Company	Portland	Waterbury Companies Inc	Waterbury	Printing Rollers Chambers-Storck Company Inc The (engraved)	Norwich
Parking Meters Rhodes Inc M H	Hartford	Watertown Mfg Co The	Watertown	Production Welding Consolidated Industries	West Cheshire
Passenger Car Sander Conn Telephone & Electric Corp Subsidiary of	Meriden	Plastics-Moulds & Dies Parker Stamp Works Inc The (for plastics)	Hartford	Profilers Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Pattern-Makers Farrel-Birmingham Company Inc	Ansonia	Plasticrete Bloc Plasticrete Corp	Hamden	Propellers-Aircraft Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks
Penlights Bridgeport Metal Goods Mfg Co	Bridgeport	Plates-Switch General Electric Company	Bridgeport	Protective Coatings Harrison Company The A S (Waxes)	South Norwalk
Pet Furnishings Andrew B Hendrix Co The	New Haven	Platers American Metal Products Company Inc	Bridgeport	Publishers O'Toole & Sons Inc T	Stamford
Pharmaceutical Specialties Ernst Bischoff Company Inc	Ivoryton	Christie Plating Co	Groton	Pumps Yale & Towne Mfg Co The	Stamford
Phosphor Bronze American Brass Company The (sheets, strips, rolls)	Meriden	City Plating Works	Bridgeport	Pumps-Small Industrial Eastern Industries Inc	New Haven
Phosphor Bronze Ingots Whipple and Choate Company The	Bridgeport	Patent Button Co The	Waterbury	Pump Valves Colt's Manufacturing Company	Hartford
Photographic Equipment Kalart Company Inc	Plainville	Waterbury Plating Company	Waterbury	Punches Hoggson & Pettis Mfg Co The (ticket & cloth)	141 Brewery St New Haven
Piano Repairs Pratt Read & Co Inc (keys and action)	Ivoryton	Chromium Process Company The (Chromium Plating only)	Derby	Putty Softeners-Electrical Fletcher Terry Co The	Box 415 Forestville
Piano Supplies Pratt Read & Co (keys and actions, backs, plates)	Ivoryton	Platers' Equipment Apothecaries Hall Company	Waterbury	Pyrometers Bristol Co The (recording and controlling)	Waterbury
Pins CEM Company ("Spirol")	Danielson	Conn Metalcraft Inc	New Haven	Radiation-Finned Copper Bush Manufacturing Co	West Hartford
Pin Up Lamps Verplex Company The	Essex	Lea Manufacturing Co The	Waterbury	G & O Manufacturing Company The	New Haven
Pipe American Brass Co The (brass and copper)	Waterbury	MacDermid Incorporated	Waterbury	Vulcan Radiator Co The (steel and copper)	Hartford
Pipe Fittings Malleable Iron Fittings Co	Branford	Platers Metal Plume & Atwood Mfg Co The	Thomaston	Radiators-Engine Cooling G & O Manufacturing Co	New Haven
Pipe Plugs Holo-Krome Screw Corporation The (counter-sunk)	West Hartford	Plating Christie Plating Co The (including lead plating)	Hamden	Rayon Staple Fiber Hartford Rayon Corp The	Rocky Hill
Pipe Plugs-Socketed Holo-Krome Screw Corp The	West Hartford	Conn Metal Finishing Co	Hamden	Reamers Pratt & Whitney Div Niles-Bement-Pond Co (All types)	West Hartford
Plastics B F Goodrich Sponge Products Division	Shelton	Plating Processes and Supplies Enthone Inc	New Haven	Recorders Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
Plastic Buttons Frank Parizek Manufacturing Co The	West Willington	United Chromium Incorporated	Waterbury	Reduction Gears Farrel-Birmingham Company Inc	Ansonia
Plastic Gems Colt's Manufacturing Company	Hartford	Plumbers' Brass Goods Bridgeport Brass Co	Bridgeport	Snow-Nabstedt Gear Corp The	New Haven
Plastic Materials American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins)	Wallingford	Keeney Mfg Co The (special bends)	Newington	Refractories Howard Company	New Haven
Plastic Printing Plates Lockwood Sons Inc Wm H	Hartford	Scovill Manufacturing Company	Waterbury 48	Mullite Refractories Company The	Shelton
Plastics Machinery Black Rock Mfg Company The	Bridgeport	Plumbing Specialties John M Russell Mfg Co Inc	Naugatuck	Refrigeration Bowser Technical Refrigeration Div Bowser Inc (high altitude, low temperature)	Terryville
Plastic Molders Plastic Molding Corporation	Sandy Hook	Pole Line Hardware Malleable Iron Fittings Co	Branford	Regulators Norwalk Valve Company (for gas and air)	South Norwalk
Plastic Molding Butterfield, Inc T F	Naugatuck	Police Equipment The Smith-Worthington Saddlery Co	Hartford	Sorensen & Company Inc	Stamford
U S Plastic Molding Corporation	Wallingford	Polishing Wheels Williamsville Buff Div The Bullard	Clark Com-Danielson	Remote Control Wiring General Electric Company	Bridgeport
		Poly Chokes Poly Choke Company The (a shotgun choking device)	Tariffville	Resistance Wire C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport
		Postage Meters Pitney Bowes Inc	Stamford	Kanthal Corporation The (Kanthal A-1, A, D, DS)	Stamford
		Potentiometers-Electronic Bristol Company The	Waterbury	Respirators American Optical Company Safety Products Division	Putnam
		Power Presses Fenn Manufacturing Company The	Hartford	Retainers Hartford Steel Ball Co The (bicycle & auto-motive)	Hartford
		Power Rollers Consolidated Industries Inc	West Cheshire	Riveting Machines Grant Mfg & Machine Co The	Bridgeport
		Prefabricated Buildings City Lumber of Bridgeport Inc The	Bridgeport	H P Townsend Manufacturing Co The	Elmwood (Advt.)
		Premium Specialties Waterbury Companies Inc	Waterbury		
		Preservatives-Wood, Rope, Fabric Darworth Incorporated ("Cuprinol")	Simsbury		
		Press Papers Case Brothers Inc	Manchester		
		Presses Farrel-Birmingham Company Inc (Hydraulic)	Ansonia		
		Presses-Molding Standard Machinery Co The (compression and transfer molding, automatic and semi-automatic)	Mystic		
		Presses-Power Waterbury Farrel Foundry & Machine Co The	Waterbury		
		Pressure Vessels Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	South Norwalk		
		Printing Case Lockwood & Brainard A Division of Connecticut Printers Inc	Hartford		
		Printing Finlay Brothers	Hartford		
		Printing Heminway Corporation The	Waterbury		
		Printing Hildreth Press	Bristol		
		Printing Hunter Press	Hartford		
		Printing Lehman Brothers Inc	New Haven		
		Printing Taylor & Greenough Co The	Wethersfield		
		Printing T B Simonds Inc	Hartford		
		Printing A D Steinbach & Sons	New Haven		
		Printing The Walker-Rackliff Company	New Haven		

IT'S MADE IN CONNECTICUT

Rivets		Safety Gloves and Mittens		Shaving Soaps	
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterbury	American Optical Company Safety Division	Products Putnam	J B Williams Co The	Glastonbury
Clark Brothers Bolt Co	Milldale	Safety Goggles		Shears	
Connecticut Manufacturing Company The	Waterbury	American Optical Company Safety Division	Products Putnam	Acme Shear Co The (household)	Bridgeport
Plume & Atwood Mfg Co The	Waterbury	Safety Switches		Shells	
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport	Trumbull Components Department, Electric Co	General Plainville	Wolcott Tool and Manufacturing Company Inc	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport	Saw Blades—Hack		Sheet Metal Products	
Rods		Capewell Mfg Co The	Hartford	American Brass Co The (brass and copper)	Waterbury
American Brass Company The (copper, brass, bronze)	Waterbury	Saws—Metal & Wood Cutting Band		Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
Bristol Brass Corp The (brass and bronze)	Bristol	Capewell Mfg Co The	Hartford	Plume & Atwood Mfg Co The	Waterbury
Scovill Manufacturing Company (brass and bronze)	Waterbury 91	Saws, Band, Metal Cutting		United Manufacturing Co Division of The W L Maxson Corp	Hamden
Rollers—Bituminous Paving		Atlantic Saw Mfg Co	New Haven	Sheet Metal Stampings	
Gabb Special Products Div E Horton & Son Company	Windsor Locks	Scales—Industrial Dial		American Brass Company The	Waterbury
Roller Skate Wheels		Kron Company The	Bridgeport	American Buckle Co The	West Haven
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	Scissors		DooVal Tool & Mfg Inc The	Naugatuck
Roller Skates		Acme Shear Company The	Bridgeport	J H Sessions & Son	Bristol
Winchester Repeating Arms Company Division	New Haven	Screens		Patent Button Co The	Waterbury
Olin Industries Inc	New Haven	Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford	Plume & Atwood Mfg Co The	Waterbury
Rolling Mills and Equipment		Screw Caps		Shipment Sealers	
Farrel-Birmingham Company Inc	Ansonia	Weimann Bros Mfg Co The (small for bottles)	Derby	Better Packages Inc	Shelton
Waterbury Farrel Foundry & Machine Co The	Waterbury	Screw Machine Accessories		Showcase Lighting Equipment	
Rolls		Barnaby Manufacturing and Tool Co	Bridgeport	Wiremold Company The	Hartford
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia	Screw Machines		Signals	
Rope Wire		H P Townsend Mfg Company The	Elmwood	H C Cook Co The (for card files)	Ansonia
American Steel & Wire Div of U S Steel	New Haven	Screw Machine Products		Signs	
Rubber Chemicals		Apex Tool Co Inc The	Bridgeport	Berger Sign Co (neon electric-porcelain enamel-stainless steel)	Hartford
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Blake & Johnson Co The	Waterbury	Silk Screening on Metal	
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils)	Stamford	Horberg Grinding Industries Inc (Heat treated and ground type only)	Bridgeport	Merriam Mfg Co (Displays and Specialties, to order)	Durham
Rubber—Cellular		19 Staples Street	Bridgeport	Sintered Metal Products	
B F Goodrich Sponge Products Division	Shelton	Connecticut Manufacturing Company The	Waterbury	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
Rubber Cutting Machinery		Consolidated Industries	West Cheshire	Sizing and Finishing Compounds	
Black Rock Mfg Company The	Bridgeport	Eastern Machine Screw Corp The	New Haven	American Cyanamid Company	Waterbury
Rubber Printing Plates		Truman & Barclay Sts	New Haven	Slide Fasteners	
Lockwood Sons Inc Wm H	Hartford	Fairchild Screw Products Inc	Winsted	G E Prentice Mfg Co The	Kensington
Rubberized Fabrics		Franklin Screw Machine Co The (up to 1 1/4" capacity)	Hartford	North & Judd Manufacturing Co	New Britain
Duro-Gloss Rubber Co The	New Haven	Greist Mfg Co The (Up to 1 1/4" capacity)	New Haven	Patent Button Co The	Waterbury
Rubber Footwear		Humason Mfg Co The	Forestville	Silings	
Goodyear Rubber Co The	Middletown	Lowie Mfg Co The	Wethersfield	American Steel & Wire Div of U. S. Steel	New Haven
Rubber Gloves		National Automatic Products Company The	Berlin	Smoke Stacks	
Seamless Rubber Company The	New Haven	Nelson's Screw Machine Products	Plantsville	Bigelow Company The (steel)	New Haven
Rubber—Handmade Specialties		New Britain Machine Company The	New Britain	Norwalk Tank Co The	South Norwalk
Seamless Rubber Company The	New Haven	Olson Brothers Company (up to 3/4" capacity)	Plainville	Soap	
Rubber—Latex Foam		Olson & Sons R P	Southington	J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
B F Goodrich Sponge Products Division	Shelton	Peck Spring Co The	Plainville	Special Machinery	
Rubber Latex Compounds and Dispersions		Plume & Atwood Mfg Co The	Waterbury	Black Rock Mfg Company The	Bridgeport
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck	Scovill Manufacturing Company	Waterbury 91	Farrel-Birmingham Company Inc	Ansonia
Rubber Mill Machinery		Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport)	Waterbury	H P Townsend Mfg Company The	Elmwood
Farrel-Birmingham Company Inc	Ansonia	Screw Machine Tools		Lundeberg Engineering Company	Hartford
Rubber—Molded Specialties		American Cam Company Inc (Circular Form Tools)	Hartford	National Sheradizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
Canfield Co The H O	Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurls)	West Hartford	Swan Tool & Machine Co The	Hartford
Seamless Rubber Company The	New Haven	Somma Tool Co (precision circular form tools)	Waterbury	Special Parts	
Rubber Products—Mechanical		Screws		Greist Mfg Co The (small machines, especially precision stampings)	New Haven
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown	American Screw Company	Willimantic	J H Sessions & Son	Bristol
Canfield Co The H O	Bridgeport	Atlantic Screw Works (wood)	Hartford	Special Tool & Dies	
Seamless Rubber Company The	New Haven	Blake & Johnson Co The (machine and wood)	Waterbury	Lundeberg Engineering Company	Hartford
Rubber—Reclaimed		Bristol Company The (socket set and socket cap screws)	Waterbury	Spinnings	
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Clark Brothers Bolt Co	Milldale	American Metal Products Company Inc	Bridgeport
Rubbish Burners		Connecticut Mfg Co The (machine)	Waterbury	Gray Manufacturing Company The	Hartford
John P Smith Co The	423-33 Chapel St New Haven	Eagle Lock Co The	Terryville	Sponge Rubber	
Rust Preventives		Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford	B F Goodrich Sponge Products Division	Shelton
Anderson Oil Co Inc F E	Portland	Scovill Manufacturing Company	Waterbury 91	Spray Painting Equipment and Supplies	
Saddlery		Superior Manufacturing Co The	Winsted	Lea Manufacturing Co The	Waterbury
The Smith-Worthington Saddlery Co	Hartford	Screw—Sockets		Spring Coiling Machines	
Safety Clothing		Allen Manufacturing Company The	Hartford	Torrington Manufacturing Co The	Torrington
American Optical Company Safety Division	Products Putnam	Bristol Co The	Waterbury	Spring Units	
Safety Fuses		Holo-Krome Screw Corp The	West Hartford	Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport
Ensign-Bickford Co The (mining & detonating)	Simsbury	Sealing Tape Machines		Spring Washers	
		Better Packages Inc	Shelton	Barnes Co The Wallace Div Associated Spring Corp	Bristol (Advt.)
		Service Entrance Equipment			
		Trumbull Components Department, Electric Co	General Plainville		
		Sewing Machines			
		Greist Mfg Co The (Sewing Machine attachments)	503 Blake St New Haven		
		Marrow Machine Co The (Industrial)	Hartford		
		Singer Manufacturing Company The (Industrial)	Bridgeport		

I T ' S M A D E I N C O N N E C T I C U T

Springs—Coll & Flat		Stereotypes		Thin Gauge Metals	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	New Haven Electrotape Div	Electrographic Corp	Plume & Atwood Mfg Co The	Thomaston
Bristol Spring Manufacturing Co	Plainville	Corp	New Haven	Thinsheet Metals Co The (plain or rolls)	Waterbury
Foursome Manufacturing Co	Bristol	Stop Clocks, Electric		Thread	
Humason Mfg Co The	Forestville	H C Thompson Clock Co The	Bristol	American Thread Co The	Willimantic
Newcomb Spring Corp The	Southington	Storage Batteries		Belding Heminway Corticelli	Putnam
New England Spring Manufacturing Company	Unionville	R A E Storage Battery Mfg Co	Glastonbury	Max Pollack & Co Inc	Groton and Willimantic
Peck Spring Co The	Plainville	Straps, Leather		Wm Johl Manufacturing Co	Mystic
Springs—Flat		Auburn Manufacturing Company	The (textile, industrial, skate, carriage)	Middletown	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Studio Couches		Thread Gages	
Bristol Spring Manufacturing Co	Plainville	Waterbury Mattress Co	Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Foursome Manufacturing Co	Bristol	Super Refractories		Thread Milling Machines	
Humason Mfg Co The	Forestville	Mullite Refractories Company The	Shelton	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Springs—Furniture		Surface Metal Raceway & Fittings		Thread Rolling Machinery	
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport	Wiremold Company The	Hartford	Hartford Special Machinery Co The	Hartford
Springs—Wire		Surgical Dressings		Threading Machines	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Acme Cotton Products Co Inc	East Killingly	Grant Mfg & Machine Co The (double and automatic)	Bridgeport
Bristol Spring Manufacturing Co	Plainville	Seamless Rubber Company The	New Haven	Timers, Interval	
Colonial Spring Corporation The	Hartford	Surgical Rubber Goods		A W Haydon Co The	Waterbury
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford	Seamless Rubber Company The	New Haven	H C Thompson Clock Co The	Bristol
Foursome Manufacturing Co	Bristol	Switches—Electric		R W Cramer Company Inc The	Centerbrook
Humason Mfg Co The	Forestville	General Electric Company	Bridgeport	Rhodes Inc M H	Hartford
D R Templeman Co (coil and torsion)	Plainville	Swaging Machinery		Timing Devices	
J W Bernston Company (coil and torsion)	Plainville	Hartford Special Machinery Co The	Hartford	A W Haydon Co The	Waterbury
Newcomb Spring Corp The	Southington	Switchboards		R W Cramer Company Inc The	Centerbrook
Springs, Wire & Flat		Distribution Assemblies Department, General Electric Co	Plainville	Lux Clock Manufacturing Company	Waterbury
Autoyre Company The	Oakville	Switchboards Wire and Cables		Rhodes Inc M H	Hartford
Stamped Metal Products		Rockbestos Products Corp (asbestos insulated)	New Haven	Seth Thomas Clocks	Thomaston
American Brass Company The	Waterbury	Synchronous Motors		United States Time Corporation The	Waterbury
Stamps		R W Cramer Company Inc The	Centerbrook	Timing Devices & Time Switches	
Hoggson & Pettis Mfg Co The (steel)	New Haven	Synthetic Resins		A W Haydon Co The	Waterbury
141 Brewery St	New Haven	American Cyanamid Co (Textile Resins, Paper Resins)	Waterbury	Lux Clock Manufacturing Company	Waterbury
Parker Stamp Works Inc The (steel)	Hartford	Tabulating Equipment—Manual		M H Rhodes Inc	Hartford
Stampings		Denominator Company Inc	Woodbury	Tinning	
American Metal Products Company Inc	Bridgeport	Tanks		Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
Donahue Mfg Co Inc	Watertown	Bigelow Company The (steel)	New Haven	Wilcox Crittenden & Co Inc	Middletown
DooVal Tool & Mfg Inc The	Naugatuck	Norwalk Tank Co The	South Norwalk	Tools	
Foursome Manufacturing Co	Bristol	Rolock Inc (Alloy)	Fairfield	Hoggson & Pettis Mfg Co The (rubber workers)	New Haven
Plume & Atwood Mfg Co The (small)	Waterbury	Storts Welding Company (steel and alloy)	Meriden	141 Brewery St	New Haven
Stanley Pressed Metal	New Britain	Tape		Tool Chests	
Stampings—Small		Russell Manufacturing Company The (woven cotton and woven glass tape)	Middletown	Vanderman Manufacturing Co The	Willimantic
Acme Shear Co The	Bridgeport	Tapes—Industrial Pressure Sensitive		Tool & Dies	
American Metal Products Company Inc	Bridgeport	Seamless Rubber Company The	New Haven	Moore Special Tool Co	Bridgeport
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Tape Recorders		Swan Tool & Machine Co The	Hartford
Bristol Spring Manufacturing Co	Plainville	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	Tools, Dies & Fixtures	
Greist Manufacturing Co The	New Haven	Tape Recorder Magazines		Greist Mfg Co The	New Haven
Humason Mfg Co The	Forestville	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	Tools—Pipe Fitters' Hand	
Stationery Specialties		Tap Extractors		Capewell Mfg Co The	Hartford
American Brass Company The	Waterbury	Walton Company The	West Hartford	Toys	
Steel		Taps		Geo S Scott Mfg Co The	Wallingford
Stanley Works The (cold rolled strip)	New Britain	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Gong Bell Co The	East Hampton
Steel Castings		Tarred Lines		N N Hill Brass Co The	East Hampton
Farrel-Birmingham Company Inc	Ansonia	Brownell & Co Inc	Moodus	Waterbury Companies Inc	Waterbury
Hartford Electric Steel Co The (carbon and alloy steel)	540 Flatbush Ave Hartford	Telemetering Instruments		Tramways	
Malleable Iron Fittings Co	Branford	Bristol Co The	Waterbury	American Steel & Wire Div of U S Steel	New Haven
Nutmeg Crucible Steel Co	Branford	Telephone Answering & Recording Machines		Transformers	
Steel—Cold Rolled Spring		Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	Berkshire Transformer, Corp The	New Milford
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Testers—Insulation Wire & Cable		Dano Electric Company	Winsted
Steel—Cold Rolled Stainless		Davis Electric Company	Wallingford	Trucks—Commercial	
Wallingford Steel Company	Wallingford	Testers—Non-Destructive		Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies)	Bridgeport
Steel—Cold Rolled Strip and Sheets		Sperry Products Inc	Danbury	Trucks—Industrial	
American Steel & Wire Div of U S Steel	New Haven	Textile Machinery		George P Clark Co	Windsor Locks
Detroit Steel Corporation	New Haven	Marrow Machine Co The	Hartford	Trucks—Lift	
Wallingford Steel Company	Wallingford	2814 Laurel St		Excelsior Hardware Co The	Stamford
Steel Goods		Textile Mill Supplies		George P Clark Co	Windsor Locks
Merriam Mfg Co (sheets products to order)	Durham	Ernst Bischoff Company Inc	Ivoryton	Trucks—Skid Platforms	
Steel Rolling Rules		Textile Processors		Excelsior Hardware Co The (lift)	Stamford
Waterbury Lock & Specialty Co The	Milford	American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics)	Rockville	Tube Bending	
Steel Strapping		Thermometers		Donahue Mfg Co Inc	Watertown
Stanley Works The	New Britain	Bristol Co The (recording and automatic control)	Waterbury	Tube Clips	
		Manning Maxwell & Moore Inc	Stratford	H C Cook Co The (for collapsible tubes)	Ansonia
		Thermostats		32 Beaver St	
		Bridgeport Thermostat Company Inc (automatic)	Bridgeport	Weimann Bros Mfg Co The (for collapsible tubes)	Derby
				Tube Fittings	
				Scovill Mfg Co ("Unifare")	Waterbury
				Tubers	
				Standard Machinery Co The (tubers for both rubber and plastic industries)	Mystic (Adv.)

IT'S MADE IN CONNECTICUT

Tubes—Collapsible Metal
Sheffield Tube Corp The New London

Tubing
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Company (brass and copper) Bridgeport
G & O Manufacturing Co (finned) New Haven
Scoville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic
American Brass Co Metal Hose Waterbury Branch

Tubing—Heat Exchanger
American Brass Company The Waterbury
Scoville Manufacturing Company Waterbury 91

Tumbling Equipment & Supplies
Tumbling Sales & Service Company Greenwich

Tumbling Service
Tumbling Sales & Service Company, Esbec
Tumbling Division Meriden

Typewriters
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

Typewriters—Portable
Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford

Typewriter Ribbons and Supplies
Royal Typewriter Company Inc Hartford
Underwood Corporation Hartford and Bridgeport

Underclearer Rolls
Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers
American Thermos Bottle Co Norwich

Vacuum Cleaners
Electrolux Corporation Old Greenwich
Spencer Turbine Co The Hartford

Valves
Norwalk Valve Company (sensitive check valves) South Norwalk

Valve Discs
Colt's Manufacturing Company Hartford

Valve—Automobile Tire
Bridgeport Brass Company Bridgeport

Valves—Radiator Air
Bridgeport Brass Company Bridgeport

Valves—Relief & Control
Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief
Manning Maxwell & Moore Inc Stratford

Vanity Boxes
Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Waterbury

Varnishes
Baer Brothers Stamford
Staminite Corp The New Haven

Vegetable Peelers
Colt's Manufacturing Company Hartford

Velvets
American Velvet Co (owned and operated by A Wimpheimer & Bro Inc) Stonington
Leiss Velvet Mfg Co Inc The Wilimantic
Velvet Textile Corporation The (Velveteen) West Haven

Venetian Blinds
Findell Manufacturing Company Manchester
Jennings Company The S Barry New Haven
New England Shade & Blind Co Inc Durham

Venetian Blind Tape
Russell Manufacturing Company The (woven cotton and woven plastic) Middletown

Ventilating Systems
Colonial Blower Company Plainville

Vertical Shapers
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Vibrators—Pneumatic
Branford Co The (industrial) New Haven

Vises
Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick-Action Vises) Hartford
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Washers
American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous) Waterville

Washers (Continued)
Clark Brothers Bolt Co Milldale
Plume & Atwood Mfg Co The (brass & copper) Waterbury
I H Rosenbeck Inc Torrington
Saling Manufacturing Company (made to order) Unionville

Washers—Felt
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Washing Machines—Electric
General Electric Company Bridgeport

Watches
E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Water Heaters
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric
Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene
Holyoke Heater Corp of Conn Inc Hartford

Waterproof Dressings for Leather
Viscol Company The Stamford

Waxes
Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor
Fuller Brush Co The Hartford

Wedges
Saling Manufacturing Company (hammer & axe) Unionville

Welding
Farrel-Birmingham Company Inc Ansonia
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford
Porupine Company The Bridgeport

Welding—Lead
Storts Welding Company (tanks and fabrication) Meriden

Welding Rods
American Brass Company The Waterbury
Bristol Brass Co The (brass & bronze) Bristol

Wheels—Industrial
George P Clark Co Windsor Locks

Wicks
Auburn Manufacturing Company The (felt, asbestos) Middletown
Holyoke Heater Corp of Conn Inc Hartford

Window & Door Guards
Hartford Wire Works Co The Hartford
Smith Co The John P New Haven

Window Shades
New England Shade & Blind Co Inc Durham

Wiping Cloths
Federal Textile Corporation New Haven

Wire
American Brass Company The Waterbury
American Steel & Wire Div of U S Steel New Haven

Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (hair spring) North Haven

Bridgeport Brass Company (brass and silicon bronze) Bridgeport
Bristol Brass Corp The (brass & bronze) Bristol

Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted

Platt Bros & Co The (zinc wire) Waterbury
P O Box 1030 Waterbury

Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston
Scoville Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable
General Electric Company (for residential, commercial and industrial applications) Bridgeport

Wire Arches & Trellises
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Baskets
Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cable
Bevin-Wilcox Line Co The (braided) East Hampton

Wire Cloth

Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metal, all meshes) Southport
Pequot Wire Cloth Co Inc Norwalk
Rolock Inc (Alloy) Fairfield
Smith Co The John P New Haven

Wire Drawing Dies
Waterbury Wire Die Co The Waterbury

Wire Dipping Baskets
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Formings
Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Master Engineering Company West Cheshire
North & Ludd Manufacturing Co New Britain
Turner & Seymour Manufacturing Co The Torrington
Verplex Company The Essex

Wire Forms
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Templeman Co D R Plainville

Wire Goods
American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scoville Manufacturing Company (To Order) Waterbury 91

Wire Partitions
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

Wire Products
Clairglow Mfg Company Portland
Humason Mfg Co The Forestville
Plume & Atwood Mfg Co The (to order) Waterbury

Wire Reels
A H Nilson Mach Co The Bridgeport

Wire Rings
American Buckle Co The (pan handles and tinner's trimmings) West Haven
Humason Mfg Co The Forestville
Templeman Co D R Plainville

Wire Rope and Strand
American Steel & Wire Div of U S Steel New Haven

Wire Shapes
Bridgeport Chain & Mfg Co Bridgeport

Wire—Specialties
Andrew B Hendryx Co The New Haven

Wire and Cable
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wooden Boxes
Wallingford Planing Mill Co Inc Yalesville

Wood Handles
Salisbury Cutlery Handle Co The (for cutlery & small tools) Salisbury

Wood Scrapers
Fletcher-Terry Co The Forestville

Woodwork
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
Hartford Builders Finish Co Hartford

Woodworking
Local Industries Inc Lakeville

Woven Felts—Wool
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) Unionville
Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
Ensign-Bickford Co The (jute-carpet) Simsbury

Zinc
Platt Bros & Co The (ribbon, strip and wire) Waterbury
P O Box 1030

Zinc Castings
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

J. H. Sessions & Son

A Century Young

(Continued from page 17)

Employment and Fringe Benefits

J. H. Sessions and Son has never sought or experienced spectacular growth. Rather has it been an organization whose five generations of management have tried to build soundly a business that had lasting qualities that could be counted on to contribute a certain minimum measure of economic and social health to the Bristol community. Starting with two persons who had observed the need for wooden clock and furniture parts 100 years ago, the company's growth employment-wise in its first half century reached only 50 to 60 persons. Although employment peaks during World War II reached substantially above 200 persons, the average stable annual employment over the past ten years has been around 125 persons.

Management has never sought to be spectacular—to be the leader of the procession in initiating so-called fringe benefits. Instead it has prudently considered the substantial cost of such benefits in the realistic light of the company's ability to pay, and then quietly, without fanfare, introduced one after another of such benefits as Christmas bonuses, paid vacations, Blue Cross, and Group Life Insurance for all employees after the brief period of 30 days on the company's payroll.

For many years the company has held an annual outing and Christmas party. As a feature of this 100th anniversary year it entertained the husbands and wives of all employees at a special anniversary dinner.

Distribution

By the very nature of its business—the making of trunk hardware and stamped parts which are sold only to other manufacturers—the distribution of the company's products has not required any far-flung sales organization. Sales in the New England and Atlantic Coast region are handled by the company's own sales representatives operating from the Bristol plant. To promote sales in other territories where there is any chance of meeting competitive delivered prices because of mounting freight rates, Sessions has

established selling agents in Chicago, St. Louis, Los Angeles, San Francisco and Seattle.

Summary

Some people have observed that it is just plain good luck to be able to stay in business for 100 years when most companies fall by the wayside in ten to twenty years. But who can deny that good luck comes most frequently to those who plan best for the dangerous emergency and who are always alert to take advantage of the opportunities as they present themselves? Opportunity to produce and sell wooden clock and furniture parts brought J. H. Sessions & Son into being. Later a declining market for these parts and a rising one for iron trunk hinges and clamps found the company management ready to accept and expand the new-found market for trunk hardware in ever-increasing variety. Again as war demands and the trend toward products using an increasing number of stampings grew, Sessions' management was found ready to meet it with facilities, skills, productive capacity and sales "know how".

In many ways a successful business is like a good open field runner in a football game. It finds the opportunity openings to carry its product through to the consumer with profit, while the unsuccessful company stalls at the scrimmage line, overwhelmed with difficulties it is unable to overcome or elude.

Congratulations to J. H. Sessions & Son Company and its five generations of management for winning 100 annual contests with Business Misfortune. The present members of that management team are: Paul B. Sessions, president and treasurer; John H. Sessions, secretary; and Judith S. Moore, sister of Paul Sessions, assistant secretary—all members of the fourth generation of the Sessions family; and James McC. Sessions, son of Paul Sessions, is vice president, representing the fifth generation.

Service Section

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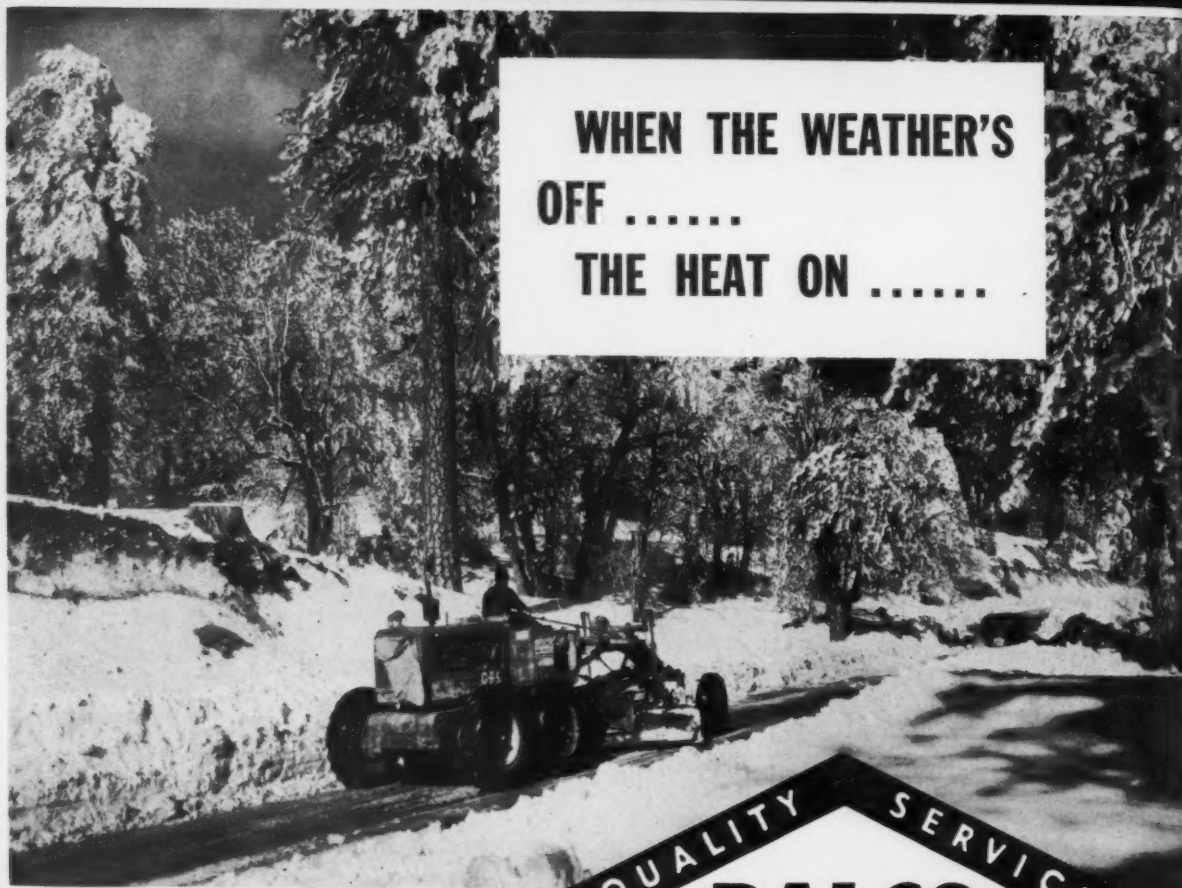


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